

# DISTRIBUTION AND WAREHOUSING



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*As Viewed by Our Industry's Trade Association Presidents,*

## Warehousing's 1927 Horizon Is Virtually Without Clouds

*A Prosperous Year Is Anticipated by Leading Storage Executives Contributing to DISTRIBUTION AND WAREHOUSING'S Annual Review and Forecast, in Which the Favorable Influences Are Believed to Overshadow the Few Adverse Factors*

**I**F the opinions of forty men elected as executive heads of warehousing trade associations may be said to reflect intelligently and fairly the best thought of the industry, then 1927 should be a prosperous year for the public storage business.

*Distribution and Warehousing's* annual review and forecast of warehousing conditions is based this January, as heretofore, on just such opinions. The executives who have contributed their beliefs and speculations, as set down on the following pages, were placed by their fellows in positions of leadership—and leadership implies the faculty to think logically and constructively. Obviously, then, they are the men qualified to speak at this time for the industry. Their viewpoints may be said to reflect with a large degree of accuracy the composite conviction of warehousing as to what lies ahead, based on their own intimate contact with what has taken place during past months.

Assuming that warnings as to possible pitfalls are not to be construed as pessimism in the true sense of that word, the industry may take pride in the fact that it has no crêpe-hangers as the new year dawns. There are some adverse factors, and it is believed that the association presidents who point them out are doing so in their desire to state honestly what they believe, but such untoward influences are overshadowed, in the expressed opinions, by reasons which are definitely optimistic.

Summarizing first the favorable factors which are cited as portending a healthy 1927 for our industry, they include the following selected at random from the letters and telegrams:

The warehouse is more and more being recognized as important in American business. Goodwill toward warehousing is growing, based on wider use of standard forms, including the warehouse receipt. Conditions abroad are better, with Europe seeking American markets, the British coal controversy settled, and ocean shipping increasing. The industrial situation at home has improved, with more cultivation agriculturally, grain and cattle and hogs bringing higher prices, beet sugar and fruits likewise, metal mining increasing, building expanding, steel mills having large unfilled rail orders, irrigation projects under way, and highways being developed. Sound warehousing practice is being encouraged under the United States Warehouse Act. There is no let-up in inquiries from national accounts. Shippers are realizing that public warehousing is more economic than private storage. The South is evidencing a general healthy growth. The in and out movement of goods is increasing even though tonnage may not be. Old-time prejudices against cold storage are disappearing. Labor is well employed. The establishing of an eastern branch of the inter-city removals bureau of the National Furniture Warehousemen's Association will mean more hauling and better net profits.

Perhaps of the highlight factor on the debit side of the business ledger is over-expansion of warehousing space. Warning that too much construction may be in progress, and that competition is made keener also by existing space being converted to storage purpose, is a frequent note sounded in the opinions, the statement being made that over-expansion leads to price cutting and to the giving

of free services for which normally there would be remuneration for the warehouseman.

Other adverse factors mentioned include Federal and municipal competition, which however is believed to be on the way to settlement; the cotton and tobacco situations in the South, but which are declared to be temporary only; the disparity of price ratio between manufactured and

farm-grown products, which it is predicted will be an influence in the next Presidential campaign; improved railroad, steamship and motor truck services, reducing spot stocks; and chain store methods.

The opinions as advanced by national, sectional, State and local trade association presidents in their letters and telegrams follow:

#### Nationally

"**E**CONOMISTS tell us," writes Gardner Poole, Boston, general president of the American Warehousemen's Association, "that we may look forward to a continuation of active business during the next half year. Therefore those of us who believe in signs are looking forward with some encouragement.

"There is some indication that we are, in some measure, getting away from the hand-to-mouth policy in many lines and as a result inventories are somewhat larger and conditions somewhat improved in general warehousing in many sections.

"The ability of warehousemen to keep pace in adjusting policies to meet the changing conditions in the industry has been helpful and will result in better prospects. The blackest cloud on the warehouseman's horizon is the tendency for over-expansion in spots where large investments in the construction of new warehouse properties may prove to be unwarranted and therefore unprofitable from the investors' standpoint.

"Cold storage warehousemen are quite generally optimistic of the future. Old time prejudice is rapidly disappearing and in its place has come the realization that the facility of cold storage is an economic necessity and a potent factor in stabilizing conditions in connection with the production and movement of perishable foods.

"Prospects for the coming year will depend to a large extent on crop conditions and cannot be forecast at this time. Average conditions over longer periods, however, will no doubt be quite satisfactory. You may say, therefore, that I am optimistic, if warehousemen take fair advantage of their opportunities and maintain proper standards of business ethics."

A telegram from Schuyler C. Blackburn, Kansas City, president of the National Furniture Warehousemen's Association, reads:

"The forecasting of business conditions, so far as it affects household goods warehousing, is always an uncertain quantity. However, with financial and merchandising conditions normal, I see no reason why the conditions in our line should not be likewise. This, however, does not always reflect what the true conditions may be, as our business is generally rushing with a downward trend of general conditions, and vice versa with a general upward trend."

C. F. Basil Tippet, Toronto, president of the Canadian Storage & Transfermen's Association and of the Central Canada Warehousemen's Association, writes that in his estimation 1927 will be "a better year in Canada for our industry than any of the past few years." He goes on:

"While total tonnage has not been steadily increasing, the in and out movement of goods has been greater. To those studying their handling costs this has meant a source of increased earnings.

"If, in addition to this experience, Mr. Warehouseman will more closely scrutinize his operating expenses he may find that after all his net profit is greater than before."

As president of the merchandise division of the A. W. A., J. Edgar Lee, Chicago, believes 1927 should be a prosperous year. He points out that "business conditions are generally favorable throughout the country at present" and that favorable forecast has already been made by men prominent in the industrial world. Mr. Lee's wire adds:

"Should the forecast prove true, there is no reason why the men engaged in the merchandise warehouse business should not enjoy their full share of this prosperity. The merchandise warehouse has already become one of the recognized factors in the matter of distribution. Therefore, with favorable conditions existing industrially throughout the country, the reaction to our industry should be favorable."

Harry C. Lewis, New York City, president of the American's cold storage division, says that a prediction of what is in store for this branch of the industry is difficult "owing to the many factors entering into the success or otherwise" of this business. He continues:

"The year 1926 has not been one of the most profitable years in this industry, due to the fact that during the early months all major products carried by the cold storage warehouses were less than what might be termed normal quantities.

"On the contrary, the closing months of the year indicate a very good business, with a probable carrying over into 1927 of heavier than normal stocks. This means that the cold storage warehouses get off to a good start in 1927 and that houses favorably located may look for the enjoyment of a prosperous year.

"It is encouraging also to note that the commodities carried in large volume during this past year from a merchandising standpoint have been profitable. This naturally assures satisfaction and confidence of the patrons of the cold storage warehouses.

"There are some factors which from our viewpoint are not favorable to the industry as a whole. In various sections of our country there are a number of new projects where the present cold storage capacity would seem to be more than ample for the normal requirements. While there has been a notable shortage of space in certain sections for some commodities the latter part of 1926, such a condition does not necessarily justify

the erection of new warehouses. Large crops one year may not be followed by similar conditions the following year, and therefore development of space can be more rapid than is justified by a normal growth of the business. Increased space stimulated by what might be termed peak load storage is not a desirable development.

"Another note of warning should be sounded with respect to the very high cost of construction and equipment of cold storage warehouses. Unless there are most favorable conditions and possible economies and the assurance of high and continuous occupancy, the present basis of rates in effect does not provide any adequate return for the investment now required."

#### Alabama-Arizona

**P**ROSPECTS for the year are "exceedingly bright" in the opinion of Carl F. Wittichen, Birmingham, president of the Alabama Transfer & Warehousemen's Association, who writes:

"In Birmingham the volume of storage, principally merchandise, has been steadily increasing through the year 1926. We have opened up a number of new accounts with manufacturers who have not carried stocks of goods in Alabama in the past. As a whole the storage business at the present time is in a very healthy condition.

"Prospects for 1927 are exceedingly bright. I cannot see anything that will retard the steady increase of volume of new accounts in Birmingham. This is largely due to the increased growth in the Birmingham district which, during the past year, has been steady and substantial. I firmly believe it will continue during the next two or three years.

"Industrial conditions in the Birmingham district are much better at this time of the year than I have known them to be in the past twenty-five years. All manufacturers' plants are practically operating on full time and numbers of them are working overtime with ample orders on their books for the first half of 1927 at profitable prices. With the continuous growth of manufacturing industries and population, we have every reason to feel optimistic over the future and, especially during the year 1927, of the warehouse industry. There are ample facilities in the district at the present time to take care of the increased volume."

"Conditions in Arizona are exceptionally good, with the Phoenix locality more prosperous than for years," wires O. B. Sutton, Phoenix, president of the Arizona Transfermen's Association. Looking ahead, Mr. Sutton says:

"A number of new irrigating projects are assured and some are in course of construction that will bring into cultiva-



tion, for the raising of citrus fruit, alfalfa, cotton and cereals, fully 200,000 acres. The Southern Pacific Railway has completed its main line through Phoenix, which will add very materially to the prosperity of this section.

"Many manufacturing concerns, realizing the future importance of this section, are establishing distribution connections. Consequently the warehouse business is rapidly gaining considerable importance.

"Recent rains assure an abundance of water for irrigation."

#### California-Cleveland

THE prospects both for warehousing and for business generally is "very fine" on the Pacific Coast, according to Clarence C. Lockett, Sacramento, president of the California Truck Owners' Association and a director of the Pacific Coast Furniture Warehousemen's Association.

"When business generally is poor, warehousing is poor," Mr. Lockett writes. "When business is good generally, warehousing is good. I know there are some who will not agree with me; nevertheless my experience and observation have proved it to my own satisfaction.

"Some of the reasons why warehousing should be good all over the United States, and particularly on the Pacific Coast, as I see them, may be summed up as follows:

"The year 1926 has been a fairly satisfactory year in most lines of business. Production has been good, consumption at home and abroad has been good, and profits fair. From a warehouseman's point of view the progress that the automotive industry continues to make and the stabilizing of the radio and radio accessories business cannot help being felt. Then, too, I find that business is becoming more competitive each year and more highly specialized. This affords a wonderful field for warehousing and warehousemen—for, after all, warehousing is an economic need.

"Here on the Pacific Coast, and particularly in our agricultural valleys, we depend largely on an abundant rainfall for our harvest, and conditions and indications thus far this year [1926] point to the fact that California will produce more next year than ever before."

As president of the Cleveland Furniture Warehousemen's Association, Thomas Heil, Jr., makes the following summary and forecast:

"The warehousing industry is like all other industries—when the supply and demand are above normal it generally creates considerable more activity, and vice versa, and therefore it depends entirely on general conditions throughout the country. If the major industries hold up, the trend of prosperity will also, and the buying public will stimulate activities in the small industries and merchants and therefore create a demand for the warehousing industry in general.

"Often times the question is asked 'Is not your business better when times are dull?' Our answer to this is, 'Yes, so far as volume is concerned, but it is not a healthy business by any means. It

takes money to conduct the storage business, and a turnover in accounts in the warehouse business is just as necessary as turning over merchandise in the wholesale house. The result is that your business cannot prosper in the house of inactive accounts. Also at times like this competition is much keener and it is

#### Business Slowup Is Predicted by Ayres

GENERAL business is now prosperous, especially industry and transportation, and the credit supply is ample with the fundamentals sound, Colonel Leonard P. Ayres, nationally recognized as an economist authority, says in a recent issue of the Cleveland Trust Co.'s *Business Bulletin*.

On the unfavorable side, he points out, the farmers have suffered severe disappointments; agricultural prices are falling and getting seriously out of line with industrial prices. There has been rather more than the usual seasonal reduction of automobile output. Building construction is slowing down. The textile industry has had a poor year.

"The fair balance of evidence," Colonel Ayres asserts, "appears to justify us in thinking that general business may be somewhat slower in 1927. It seems probable that the trend of interest rates will be an irregularly declining one. If this happens, bond prices will in all likelihood continue to advance. Stock prices will almost surely be subject to severe and selective irregularity, but it does not seem likely that there will be a real bear market.

"The trend of wholesale and retail prices, and of the cost of living, promises to continue to decline. Wage rates seem more likely to hold firm than to advance much. Building construction will surely be large in volume and value, but probably not so large as in either 1926 or 1925. Building costs should decline somewhat, but rather because of easier material prices than through lowered wage rates."

generally a question of price, which results in the lowest bidder getting the business.

"In my opinion general business conditions are comparatively good as a whole, due to the fact that all lines of business have gone through the readjustment period and are now meeting the supply and demand by more careful buying and not getting too far ahead on present day market values, making a profit on the turnover instead of taking a gambler's chance on trying to beat the market, which in most cases results in bankruptcy.

"In warehousing it is a question of buying space. The old saying is 'It is easy to buy but hard to sell,' and an over-supply of space means ruin to the warehousing industry, and so conservative buying of space in the warehouse industry is just as necessary as buying merchandise to meet the supply and demand of the public.

"Today we find in most large cities plenty of available storage space, such as factories, store buildings and various other kinds of buildings, lying idle, and many are being occupied by some individual who has an idea that he can make a success opening a storage house. Such places exist for only a short time; then there comes a demand for these places for other use and the storage business is thrown out. While this is going on it makes it unpleasant for the legitimate warehouses to meet the competition on a profitable basis, and until this condition is remedied the warehouse industry will have to suffer the consequences.

"Aside from that, the legitimate warehouseman will continue to build his business on the reputation he has made in his community and among his competitors, and continue on with success and enjoy the benefits of his efforts and establish for the warehouse industry the very highest respect in the public mind, which will create the supply and demand for the industry, resulting in more business on a profitable basis."

#### Colorado-Connecticut-Detroit

IF the events of 1926 may be relied on as dependable omens, then 1927 "may indeed be regarded with optimism in Colorado and the Rocky Mountain region," according to E. G. May, Boulder, president of the Colorado Transfer & Warehousemen's Association. Mr. May adds:

"Colorado's principal assets are its agricultural and mineral resources, and the activities in both of these during the past year have been highly successful.

"The sugar beet, one of our best money crops, has proved a boon to many a Colorado farmer this year [1926]. With contracts in their pockets guaranteeing a price of \$8 a ton, beet farmers have produced what is perhaps the largest crop on record in Colorado. The average yield was something more than fourteen tons per acre, with reports from one section indicating yields of from 33 to 36 tons. The sugar companies at the present time are paying \$31,000,000 to Colorado farmers for their 1926 beet crop.

"Other crops have been equally successful and all sections of the State report record yields, disposed of at satisfactory prices. In the Arkansas Valley alone one large packing house paid farmers \$255,000 for their fruit crop.

"Metal mining is steadily increasing, and within recent months several new deposits have been opened for development. Oil production, though not sensational, is making a favorable showing and gives much promise for the future. A new well has recently been brought in at Fort Collins, and drilling is under way at Sterling. The steel mills at Pueblo,

the largest industrial plant in Colorado, have recently received two orders for rails totalling \$14,000,000, delivery of which will be made during 1927. Building has been on the increase throughout the State and 1926 has seen the completion of four new skyscrapers and a large hotel in Denver alone.

"The foregoing facts make it obvious that during 1927 there will be an increased purchasing power in Colorado; and that, in turn, means an increased demand for all commodities, both necessities and luxuries. Since the warehouseman is an important link in the chain that distributes these commodities, it is entirely reasonable to suppose that the coming year should hold much prosperity for him."

In the Nutmeg State conditions for 1927 "look very favorable," writes R. M. Ford, Bridgeport, president of the Connecticut Warehousemen's Association.

"Business with us has been on a steady increase since last August," Mr. Ford states. "Not so many new accounts but a speed-up in turnovers of about 20 per cent. All shippers are anxious to get in storage a much larger stock this year than previous years, as they are afraid of delays owing to snowstorms, etc., which other years they have not taken into consideration."

"From these conditions, and knowing that manufacturers are increasing their output, we are looking forward to a prosperous and a happy new year for 1927."

L. H. Tanner, president of the Detroit Furniture Warehousemen's Association, writes:

"The year 1926 has been an unusually good year for our company and as far as we can see ahead 1927 will be equally as good and possibly better. From what little I know of other warehousemen here I am inclined to believe that the same conditions apply to them."

"Detroit is well supplied with warehouses, and I do not believe that there is much room for the building of new warehouses and believe all the storage can be well taken care of by those that are now in business here."

#### Illinois

ON behalf of the merchandise branch in Illinois two opinions are here set down—one by Albert Peterson, Chicago, recently elected president of the Illinois Association of Warehousemen, and the other by H. D. Crooks, who was president during 1926.

Mr. Peterson wires that he looks for "good business for Illinois and surrounding territory" during 1927, adding:

"Industrial building has not kept stride with other building in this territory, and we should have call for considerable space and very little outside competition."

"The warehouse business is on about an 80 per cent basis and should remain on a profitable basis for 1927, with money plentiful and low. Merchants will continue to purchase, and, with one of the largest packs of canned goods, sugars, and many others, packers and manufacturers are going to be forced to carry

good quantities of spot stock for distribution.

Mr. Crooks, too, believes that prospects are good. He writes:

"There are no signs pointing to any phenomenal increase in business, and there are no signs that point to any material decrease. Throughout Illinois conditions were good in 1926."

"Export and import problems, domestic production in our factories, normal conditions in labor circles, good crops, and ample supply of money with liberal credits, are factors on which a fair prediction can be based."

"There was quite a lot of new business developed for our industry in the past year, and the prospects for developing more of it are encouraging. With the many local organizations working together, exchanging ideas on equitable costs, and especially popularizing our industry in an effort to attract commodities heretofore unknown to the warehousemen, are bound to have a tendency steadily to increase business, or at least take care of the gaps created by any accounts that we may lose."

"The population in our territory is increasing, creating a greater consumption of a larger variety of products. All this means more business for the warehouse."

"Summing up the statements made, I would say that we can look forward to a good business in the coming year, and even possibly better than 1926."

Speaking for the household goods branch in the same State, Ralph J. Wood, Chicago, president of the Illinois Furniture Warehousemen's Association, wires that the past year has been a satisfactory one. He goes on:

"Packing and moving have had a greater spread than in previous years, though the fall season was lighter. Storage offerings have decreased somewhat during the year, with heavy withdrawals in October and November. Shipping has increased to some extent. I judge Chicago warehouses to be 85 to 90 per cent full. There has been considerable warehouse construction, both in additions to present plants and in new buildings. Labor is well employed and is freely offered. I am optimistic as regards 1927 and look for an increased business in our line."

#### Iowa-Los Angeles

BUSINESS conditions in Iowa are on the average "fairly good and continually getting better," according to F. C. Eslick, Mason City, president of the Iowa Warehousemen's Association. Mr. Eslick continues:

"All reports indicate that business is spotted, the best business being enjoyed along the river towns, both Missouri and Mississippi, while the interior is somewhat slower but doing a fairly good business. Of course Iowa has its seasonal peaks and valleys, the peak coming about Feb. 1 to July 1 and from Sept. 1 to Nov. 1, and its valleys during the balance of the months."

"Iowa reaped a very good harvest this fall on both corn and oats, while prices for hogs and cattle have been very satis-

factory, and for these reasons we should enjoy better business during 1927 than 1926."

"The general feeling among the business interests of the State is very optimistic for the future. The agricultural interests are in better condition than they have been for several years and are improving each year, and, as the farm is the basis of prosperity for the State, it is expected by all business that 1927 is going to be very much better."

"Prospects for new building and improvements for 1927 in the State are favorable. Much will be done in the cities in the way of large improvements, while, particularly in the southern section, much hard surfacing and graveling of primary roads will be done, there being at present about 500 miles of this kind of work authorized, which will go a long way toward radiating prosperity throughout the State."

"From all general indications Iowa will enjoy a very good year during 1927 and the warehouse industry should and will secure its share of this prosperity."

The outlook for general business in southern California and Los Angeles is "good," in the opinion of Charles T. B. Jones, president of the Los Angeles Warehousemen's Association, who writes:

"At present the outlook is not encouraging for further expansion in warehouse building. The warehouse, like every other business, has its good and bad periods. We are slowly emerging from one of those bad periods. This industry, in Los Angeles, has undergone a change in the past few years, brought about by greater efficiency in railroad and steamship service; prompt delivery by auto trucks to inland points, and chain store methods of doing business."

"The railroads and steamships, by cutting down time in transit of goods, help to keep the warehouse stocks at a minimum. Quick deliveries by auto truck carriers enable the country tradesmen to buy in smaller quantities. The chain store systems of selling for cash and quick turnover are in a measure responsible for minimum stocks in warehouses."

"Expansion in building by most of the leading warehouses in the past few years in Los Angeles has added largely to warehouse space. This extra space is now slowly being absorbed. The warehouseman of the future, to be successful must pay strict attention to the details of his business. He must convince the manufacturer that it is to his interest to keep ample stocks at terminal points, and he must offer to the manufacturer efficient service."

#### Massachusetts-Michigan

AS the new year opens the industry's prospects seem "brighter" to Samuel G. Spear, Boston, president of the Massachusetts Warehousemen's Association, than they have been during the past few years. Mr. Spear believes that "the very factors which may slow up general business slightly in 1927 will work in favor of the warehouseman." To quote further:

"General business has become highly competitive of late and the margins of



profit have been diminishing. One factor of costs has been very forcibly brought to the attention of the manufacturer, and that is distribution. At first the warehouseman was to be cut out, but now it has worked out that he is vitally important but that there are jobbers and middlemen who are not so necessary. There seem to me these factors which may be important this year [1927]:

"1. Direct sales and distribution through key warehouses.

"2. Return to purchasing ahead in in textiles and other lines.

"3. Burden of financing to be placed on producer and manufacturer.

"4. Encouragement of sound warehouse practice under Federal Warehouse Act.

"5. Good will of warehousemen to be built up by use of standard forms, including warehouse receipts.

"In the main, these seem to me favorable factors, at least for warehouses at good distribution points."

Although general business in the Wolverine State "showed a decline" toward the close of 1926, James D. Dunn, Detroit, president of the Michigan Furniture Warehousemen's Association, believes this condition to be temporary only, with the prospects for 1927 "bright," Mr. Dunn continues:

"The public service corporations—telephone, light, gas—all anticipate large extensions to present facilities. The manufacturers and men in other lines of business show confidence in the future; especially many of the large automobile manufacturers are increasing their plants to take care of a large volume of business expected this year [1927]. The commercial paper jobbers and dealers anticipate and are preparing for an increased demand.

"If reports are correct that stocks carried are light, with labor working full time, the demand for goods will naturally increase the flow of commodities through warehouses. In Detroit much confidence is shown in that two large merchandise warehouses are now under construction.

"With general business good, the household goods warehouses also should prosper, with the normal transfer of employees from one point to another, and the continual changes of plans of a well-conditioned public create daily a definite volume of business.

"From all indications we are confident that conditions during 1927 in Detroit and the whole State will be very favorable for the warehouse industry."

#### Minnesota-Missouri

IN the opinion of Paul W. Frenzel, St. Paul, president of the Minnesota Warehousemen's Association, "business generally will not maintain the volume reached during 1926"—it "cannot be expected to continue at the peak indefinitely"—and "signs now indicate that the turn already has been made." But, Mr. Frenzel declares:

"There will be no precipitate break. There will be a gradual falling-off of volume, with no change in the present tendency of prices to seek lower levels with a resultant smaller margin of profit.

"Because of its adverse effects on us here in the Middle West, we call attention again to the unbalanced price ratio between products of manufacture and products of the farm, and sound a warning note that the reaction of this section of the country to the problem of farm relief will be a deciding factor in the coming Presidential campaign.

"How will the warehouse industry in the Northwest, in the State of Minnesota particularly, fare under distribution methods that are changing day by day, revolutionizing the old order of doing business, diverting money from hitherto well established channels into the newer fields of chain stores, automobiles, and radio, considering also the effect of installment buying, and, what is more important, the trend toward more direct distribution from manufacturer to consumer and the consequent elimination of the middleman, particularly the jobber?

"It must be remembered that here we have been undergoing a business depression for some time; and, while we cannot look forward to any larger volume of merchandise moving through warehouses in 1927 than in 1926, this is a period of transition in methods of distribution, and the warehouseman who can adapt his business to meet the changing situation during this time will have made definite progress.

"The fly in the ointment in large storage centers is the prevalent custom of jobbers and manufacturers who can find no other means of utilizing their buildings, or unoccupied space therein, to embark openly in the warehouse business, or else handle stocks on consignment, but this condition has been overcome many times in the past.

"There is still a definite place for the merchandise warehouse in present-day distribution. The warehouseman, along with almost everybody else, will work harder for his dollar, slipshod and inefficient methods of handling will disappear, or the warehouse providing such service will, and in 1927 will be laid the foundation for warehousing's future prosperity."

In Missouri the business for warehouses is as a general rule "pretty steady, for the reason that Missouri and trade territory are not subject to booms and slumps, and unless there is an abnormal condition prevailing, which is not as yet apparent, indications are that business for '27 will be on a par with '26, and possibly better," in the opinion of H. C. Herschman, president of the Missouri Warehousemen's Association.

"In spotted sections of the territory crop conditions have been bad," Mr. Herschman goes on, "but in the territory as a whole they will be about up to the average.

"Hand-to-mouth buying will, no doubt, continue for some time to come, but this is no different than the general tendency for the past few years. To my mind a résumé of the whole situation is that the general volume of business will be quite satisfactory and there should be no concern on the part of the manufacturer or distributor to retrench their selling efforts."

#### Montana-Montreal

THE coming year's outlook for Montana is good, says Edwin Grafton, Billings, secretary of the Montana Transfer & Storage Association, speaking on behalf of the organization's president, J. D. Stout of Sheridan, Wyo. To quote Mr. Grafton:

"The business outlook for Montana is good for the coming year. Agricultural returns were good in most of the State in 1926, and, with new railroad developments in eastern and western Montana, the coming year should be a good one for this State."

With the closing of navigation on the St. Lawrence for the winter, stopping all import shipping for Montreal until next May, and with the accompanying demand for space for Christmas and winter supplies, the warehouse business in the Canadian city picked up considerably late in November and early in December, writes Alexander Fleming, president of the Montreal Warehousemen's Association, who adds:

"This is very welcome after reports from the individual warehouses, for the previous months of 1926 have been rather disappointing.

"Several large fireproof warehouses have been built in this city recently, and at the present time there is one being erected which will be the largest in Montreal. There is now more space offering than the conditions warrant, and this unnecessary provision of excessive space has tended toward keen competition and cutting of rates and charges.

"The service of distributing pooled cars has greatly increased as compared with past years, and the question as to whether this is an asset or a liability would form an interesting discussion at the coming A. W. A. convention in Kansas City. It looks as if this new branch of warehouse services has come to stay, as merchants now realize that it means quite a reduction in the cost of handling for manufacturer, jobber and consumer, but from a warehousing viewpoint it reduces revenue and, incidentally, profit. With the pooled car business it is more or less of a cartage proposition, and therefore subject to severe competitive cutting of charges.

"The outlook for 1927 in the warehousing business here is none too promising, not because of the want of increased domestic and import shipments, but wholly on the account of there being too much space offering. Naturally this will tend to reduction of warehouse charges to obtain storage where there is empty space to offer. Also, it will induce warehouses to tempt merchants by cancelling all charges for the many extra services that a warehouse is asked to perform nowadays—services which are not and never were meant to be included in storage or handling charges.

"With a settlement of the coal strike in Great Britain there should be an increased volume of shipments to Canada in 1927. In addition, the new agreements that have been concluded between the mother country and its colonies, as the result of the conferences with the



different Premiers, should have a beneficial effect in opening up new channels for business and better understanding between Great Britain and Canada.

"Immigration, to all reports, will show a large increase.

"It is also possible that merchants will realize to a greater extent the usefulness and economical possibilities of utilizing public warehouses as compared with operating through their own private warehouses."

#### Nashville-Nebraska

AS president, until recently, of the Nashville (Tenn.) Transfer & Storage Association, J. O. Price writes:

"From my viewpoint, and looking at the merchandise storage business of the United States as a whole, I feel certain that 1927 will prove a profitable one, and, of course, will be governed by the prosperity of other industries, but in the southeastern States I am not anticipating a banner year, principally on account of our present tobacco and cotton situation. However, I do believe that the ill effect of this situation will prove to be only temporary."

W. W. Koller, Omaha, president of the Nebraska Transfer & Warehouse Association, is looking ahead optimistically. He wires:

"General business in Nebraska has been decidedly better during 1926, due mainly to the fact that we have been favored with average crops and fair prices for grain, cattle and hogs, which are the principal products.

"The warehouse industry throughout the State reports an increase of approximately 25 per cent in volume over 1925 and is receiving many inquiries from national accounts who contemplate storing in this section during the coming year. We hope to show an added increase for 1927."

#### New Jersey

HOLDING that in forecasting the year's business prospects an analysis should be made "of the sources which would be the direct means of business prosperity," George Sebold, Elizabeth, president of the New Jersey Furniture Warehousemen's Association, says:

"In the first place, the warehouse business itself is but an infant in the field of business today, and, due to the foresight of those warehousemen scattered throughout the United States who from the very beginning built their warehouses with the thought in mind of giving the best possible care to household effects stored therein, a favorable reaction to warehousing is being expressed by the public as a whole.

"The thought that goods stored in warehouses would be ruined and unfit for further use is fast disappearing, and the confidence of the public has been established to such an extent that feature storage, such as rug storage, fur storage, fumigation and other features which the warehousemen have introduced and offered in the past two years, are received by the public in a favorable light.

"Secondly, there is an increase in population each year in almost every town where a warehouse is located, and with this must necessarily come an increase in business.

"Thirdly, the change by the public in their demand for different types of dwellings. With the apartment house construction comes the thought that the idea of renting is more prevalent in the American mind than that of ownership of a private home; especially is this true of the younger generation. With this movement afoot the opportunity for increasing storage business is very evident and also increases the revenue of the warehousemen storing rugs and coats and offering other types of service.

"So we feel that 1927 will open up to the warehousemen greater fields of service than ever, provided the confidence of the public is upheld by the warehousemen themselves, and that every warehouseman will find an increase in his volume of business in proportion to the manner in which he conforms with the code of ethics adopted by the National Furniture Warehousemen's Association."

Speaking for the merchandise branch in the "Skeeter" State, D. R. Crotsley, Newark, president of the New Jersey Merchandise Warehousemen's Association, believes the industry "should have a good year."

"There seems to be an optimistic feeling with shippers and manufacturers that business will be good," Mr. Crotsley writes. "I think that from a distribution standpoint the industry should show an increase over 1926, as I believe the manufacturers in general are beginning to realize each year the value of a distribution service—that is, picking out some central location in a particular territory, shipping carloads to that point and having a warehouse distribute their products as required by buyers. This feature has been brought out to a great extent by the high cost of various products, the jobber or broker not being able to carry the amount of stock on hand that they did in former years, on account of the amount of the investment involved, necessitating buying in smaller lots, and the manufacturers and shippers desiring to save the difference in carload and less carload freight rates.

"Manufacturers who have an overproduction are using warehouses to a greater extent owing to the increased cost of building warehouses of their own. In former years, when a plant could be built at a reasonable figure, they would erect their own warehouses and store their surplus stock on their own property, but they are beginning to realize more and more that this is a waste of capital, as in most cases they would use their own plants for only a short period each year, the investment going on just the same; whereas storage warehouses handling various commodities can utilize their space practically for the full twelve months.

"In conclusion, I believe warehousemen in general should feel optimistic for 1927."

#### New York State and City

WHILE business conditions locally are at present "very quiet," writes R. M. King, Syracuse, president of the Central New York Warehousemen's Club, such a situation is not "alarming," but is "a perfectly normal condition at this time [December] of the year." He adds:

"I am encouraged and very optimistic about the future, due to the constant growth in the demand for proper distribution, this being the most important single factor in business today.

"It can be easily said that anything that can be sold can be produced, and in the same breath we must say it can be sold providing proper distribution can be arranged.

"There are certainly many changes taking place in the merchandise warehouse industry due to increasing hand-to-mouth buying, many accounts requiring of the warehouseman service which used to be given by the wholesale grocer or jobber, and I believe that warehouses prepared and willing to give good service will continue to receive a satisfactory volume of new accounts."

The household goods warehousing situation in New York City is set down by Ernest H. Milligan, president of the New York Furniture Warehousemen's Association, who says that several of the members have the idea that, "on account of the large number of new apartments having been constructed in upper Manhattan and the Bronx, and the landlords offering concessions, it will retard the storage business." Mr. Milligan continues:

"On the other hand, members of some other sections where leases are not required from tenants, while agreeing that this is the case, state that the condition usually stimulates the demand for storage during the spring and summer.

"The members look for a good packing and forwarding business this year [1927], because usually with prosperity comes a shifting about of men connected with large organizations, as well as organizations reaching out for men to fill the higher positions, and it seems to be the belief that this will take up the slackness which has been occasioned by the bursting of the Florida real estate boom. Also, there is a larger quantity of goods being forwarded to California.

"In many cases, with the higher quality of home furnishings which are being purchased, people are seeing the wisdom of properly protecting them before they attempt to move from house to house or for storage.

"At this time I might state that there is a distinct trend in the furniture manufacturing business in the past few months toward better construction of furniture. The quality of furniture construction reached its lowest level about a year ago and I think all warehousemen found this in the handling. With improved methods, and with the public insisting upon better construction, the manufacturers have responded, and furniture men everywhere are receiving the improvement with much satisfaction. The showing of the construction of furniture

for several years had become a lost art with the salesmen, but now they are stressing the quality and the probabilities of good usage.

"There is another situation confronting the warehousemen in New York and that is the greatly added space which is being constructed. Due to this, some of the warehouses of the older type will be affected but the writer's opinion is that this usually stimulates the warehouseman to go out and search for something to replace what he has lost."

Speaking for the merchandise branch in the metropolis, Walter F. Firth, president of the Warehousemen's Association of the Port of New York, is confident that the future promises well for business—"with labor in our nation fully employed at good wages and the demand for improved conditions of living which tends to a constantly increasing circulation of money, with development and expansion along all lines." Mr. Firth goes on:

"After survey of the prosperous circumstances under which the people live, and adoption of our policies and practices to some extent by the nations of Europe, and the adjustments that will follow, there is additional promise of continuation of good business. The greater volume of production, the brighter the prospects are for good business conditions with the men engaged in warehousing merchandise. When production is low and consumption abnormal, there is occasion for alarm for him.

"With foreign nations, however, increasing production and seeking the markets of the United States, and with domestic production advancing, and with both seeking financial support in expansion through advances upon warehouse receipts issued by the bailee, we look forward to 1927 with high hopes for good business.

"Several disturbing factors, however, face the warehouseman through competition inaugurated by government, both Federal and city. Properties acquired by these divisions for the prosecution of the war, and to serve a public necessity, should be either used for the purpose for which they were acquired or be disposed of to private interests and not be placed in a competition that is unfair and unreasonable with established industry.

"We are looking forward, however, to elimination of such competition by the use of such properties on a basis that will equal the conditions under which private interests operate, which has been declared to us by the War Department as being their policy. It is therefore expected by the warehouse industry that, with a continuation of the present conditions and with improvements that should follow in what have been distressed areas in Europe, present and probably improved conditions of the warehouse industry will follow."

As president of the New York State Warehousemen's Association, Charles A. Winslow, Watertown, says he has every reason to feel optimistic.

"There do not appear to be any serious labor problems on the horizon at the

present time, and the bankers have plenty of money to lend," Mr. Winslow points out. "These two factors in themselves are good evidence for a prosperous year. The housing situation in the State has been somewhat improved during the past year, but not enough to affect the household goods division of our industry, the majority of the warehouses being practically filled, with every prospect for a continuance of such volume and in many cases a healthy increase.

"The merchandise branch of the warehousing industry in New York State is also anticipating a record year. The manufacturers and jobbers are even now making plans for the warehousing of more goods than in 1926, and unless something out of the ordinary happens this branch of our industry is sure of a bumper year.

"With a careful administration and a cessation of some of the laws that are now in the making, I am sure we can all look forward with an optimistic view for 1927."

The business outlook in the cold storage line, however, is "very unsettled," in

avoided the excesses developed by most periods of good times. Some important industries have moderately slackened, particularly the automotive, which has caused some unemployment, but should be back to normal early in the spring. This unemployment is causing household goods to be stored as an economical measure, and the beginning of 1927 should find the household goods warehouse doing a capacity business.

"Buying at present is light, causing large stocks of merchandise to be left in storage, so the start of 1927 should find the merchandise warehousing business very active."

Indications are that 1927 will be a banner year on the Pacific Coast, wires W. G. Eisenmayer, Los Angeles, president of the Pacific States Cold Storage Warehousemen's Association, who explains:

"The consensus of opinion is that California especially will be favored with the largest number of tourists in history. This condition affects materially general business. Weather forecasts are for lots of rain, and all outlying agricultural districts are planning on enormous crops of grain and fruit. Los Angeles is an important export port on the coast and, with additional shipping lines operating in 1927, we are looking forward to enormous increases in our export business with the Orient, South Seas and Europe."

#### Pennsylvania

JUDGING from the past several years, a large early spring business in hauling and storing household goods is in prospect for the Keystone State, in the opinion of Frederic E. Aaron, Philadelphia, president of the Pennsylvania Furniture Warehousemen's Association.

"The business in the fall of 1925," to quote Mr. Aaron, "was nothing to brag about in the vicinity of Philadelphia; and the spring of 1926 started in exceptionally slow; but the business in the fall just past has been very good, holding on up to the middle of December; and, unless the new year is to be an exception, the moving will start early and show a very heavy total volume. Our records show for the past seven years that the spring business copies the business of the previous fall.

"Shipping household goods by freight has been falling off consistently for the past three years. A certain proportion goes to motor truck hauling, but there is not the exodus to Florida and California that there was. We also find that many families largely reduce their possessions before shipping. Therefore, I do not anticipate any increase in the packing and shipping department.

"With the establishment of the eastern district of the inter-city removals bureau of the N. F. W. A., I predict a more profitable long-distance hauling business to those who join the bureau. The gross increase in long-distance work may only be slight, but the matching of loads through the bureau and the elimination of trucks returning empty to the warehouses will greatly increase the net profits.

"It is most difficult to predict for the

### What Do Shippers Think About 1927?

A FORECAST of the new year's business prospects, as expressed in opinions written for *Distribution and Warehousing* by presidents of trade associations in allied lines, will be published in the February issue.

The coming article, companion to the one here presented as reflecting warehousing's own viewpoints, will set down thoughts from executives heading associations whose members distribute goods nationally through public storage plants.

the opinion of J. R. Shoemaker, Elmira, president of the New York State Cold Storage Association, "due to present and proposed additional construction of new cold storage warehouses." Mr. Shoemaker wires further:

"The present keen competition for business will be increased by the additional space to be filled.

"I think the general business outlook is good provided a better price level for agricultural products can be reached and maintained. This is a very weak spot in an otherwise prosperous outlook.

"All warehousemen should be awake to changed and changing business conditions resulting in more rapid turnover and in less carrying of stocks. New classes of uses of warehouse space should be thought out and additional business developed."

#### Ohio-Pacific Coast

BUSINESS generally for 1927 will be good, forecasts E. H. Lee, Toledo, president of the Ohio Warehousemen's Association. His wire adds:

"The great prosperity of the past two years has been a sober one and thus has



storage department. I feel sure that the summer accounts will be good this year, but I do not look for a great increase in the volume of storage to carry over the following winter. If hard times and a general business slump overtake us, the warehouses will fill up. Mother and father will go to live with their married children, and daughter and son will double up with the old folks, reducing their rent and storing their goods. However, I do not look for any such conditions before 1928."

As for merchandise conditions in the same State, Philip Godley, Philadelphia, president of the Pennsylvania State Warehousemen's Association, believes they will be "healthy and prosperous for the coming year." He wires further:

"In some sections, as in some cities, there is a surplus of space, which discourages new enterprises. Railroad efficiency is resulting in smaller stocks carried, while distribution service is expanding. At ports, ocean shipping is increasing, and warehouses with modern terminal facilities, such as rail and keel connections, feel hopeful of increasing business."

#### The South

IT is "with a feeling of great optimism" that the South looks forward to the new year, writes Ernest T. Chadwell, Nashville, Tenn., president of the Southern Warehousemen's Association. To quote further:

"The territory which comprises the Southern Warehousemen's Association, as well as other parts of the South, have developed so rapidly that we feel that while we are furnishing facilities equal to any part of the country, the warehouse business is still in its infancy. The eyes of the whole nation have turned toward the South and Southeast in the past few years and a wonderful development is noticeable along all lines of industry. There are many accounts being warehoused in the South now that had never been brought to this locality before, and we are looking forward to an increase in this business."

"The cotton situation this year, on account of the low price, has caused some depression, and the information at this time is that very little of the crop has been disposed of. This particular item, I feel, will not be the means of filling up much additional space in the warehouses, as this commodity will more than probably be stored in the barns and sheds, and some in compresses."

"While we have adequate space for additional storage, all of the warehousemen feel that their development of business is sufficient to warrant the assertion that the coming year will be a most prosperous one."

"The warehouses which cater especially to household furniture have not had the increase in space occupied that might have been expected, as all through the territory during the Florida boom many lots were stored which have been subsequently withdrawn upon the return of the people to their homes."

"All reports indicate a healthy growth of this business throughout the South,

as the people generally are realizing the facilities offered by the warehouse properly to protect their personal effects."

"The greatest forward stride which the warehousemen of this section have made was at their meeting in Atlanta in employing a secretary who will devote his full time to the development of the industry in our association. We were fortunate in securing the services of D. R. Benedict and the members are enthusiastic over the work he is accomplishing in stabilizing rates on storage as well as moving and long-distance hauling."

#### Texas-Washington-Winnipeg

ONE Star State warehousemen should have a good year, in the opinion of E. D. Balcom, Dallas, president of the Texas Warehouse & Transfermen's Association, who wires:

"Business is slow in many lines and will be so for the next sixty days. 1927 cannot help but be a good year for warehousemen in Texas. Oil and mineral development is spreading over the entire State, and diversified farming is bringing better results. This promises to be the greatest year in irrigation, and industrial development already in the making will bring millions of dollars to Texas in the next five years. Large acreage of wheat has been planted and promises good. Cattle are bringing good prices and there is plenty of grass to carry over. Our warehouse is 90 per cent full and is booking new business each month."

Reporting from the Northwest, W. G. Dickinson, Seattle, president of the Washington State Warehousemen's Association, telegraphs:

"The Pacific Northwest Shippers' Advisory Board, covering Washington, Oregon and Idaho, in session in Seattle, 200 district delegates attending, reports business in the Pacific Northwest on the upward trend, and in virtually every manufacturing and agricultural industry the outlook for 1927 is better than in 1926."

"Banks in sixty-five representative Pacific Northwest cities and towns report general conditions fair, good or excellent."

"Furniture warehousemen report 60 per cent full, with no prospect of increase due to the abundance of housing facilities."

"Merchandise warehousemen report conditions good, with prospects of heavier business this coming year."

"Building activities are heavy and the population is increasing. Merry Christmas."

E. W. Ray, president of the Winnipeg (Can.) Transfer & Storage Association, reports that the merchandise warehousemen in that vicinity enjoyed good business during the close of 1926, showing an improvement over recent years. He adds:

"A number of manufacturers who have distributed goods through branch warehouses in Winnipeg have discontinued this method of distribution and have turned their local stocks over to the storage warehouse companies."

"Prospects for future business look bright and moderate optimism prevails."

"The household section has been im-

proving for the past two years and at present is about normal, while previous to this nearly all business was depressed, including this section, except in the packing departments, where business was brisk due to many people leaving western Canada for points where times were better. Every member in the household section now feels optimistic for the future as far as the Winnipeg district is concerned."

#### New Milwaukee Company

Milwaukee is due to become a more important distributing point for agricultural products of the State during 1927 through the increasing of cold storage capacity, according to E. D. Fryer, president of the Terminal Warehouse Co., South Water Street. This firm will be ready for public service about Jan. 15. An addition, to be built in the spring, will double the present cold storage capacity.

The warehouse now going into use is 83 by 480 feet, with storage capacity of 160,000 square feet and having 400 cubic feet of cold storage room. Business available now, and future prospects, according to Mr. Fryer, warrant an addition for 40,000 more feet of cold storage room to cost \$250,000.

The present building is four stories high and is located on the Milwaukee River right where the lake traffic comes up the river. Complete modern equipment make it one of the largest and finest warehouses in the Central West.

#### Canned Vegetables Center

One of the plans at present is to make Milwaukee the center for the marketing of canned vegetables, especially the giant pea pack. Labeling machines will be installed so that peas can be stored in immense lots and canners have the final marketing work done here, being able to ship quickly by rail or water. A campaign will be undertaken also to make Milwaukee the main concentration point for cheese shipping.

G. V. Ewert is to be general manager of the warehouse and Fred Gibson assistant manager.

The Terminal Company was host to a housewarming party given in honor of the delegates to the semi-annual convention of the Associated Traffic Clubs of America holding its meeting the first week in November.

#### Connecticut Truck Owners Elect

The annual meeting of the Motor Truck Association of Connecticut, with which many warehouse companies are identified, was held in New Haven on Nov. 22 and officers were elected as follows:

President, H. C. Chappell, New London.

Vice-president, Edward G. Mooney, president Hartford Despatch & Warehouse Co., Hartford.

Secretary, A. P. Marsh, New Britain.



## H. A. Haring's Articles on "Public Warehousing and Economic Distribution"

Will Continue to Appear in *Distribution and Warehousing* Throughout 1927

*Some of the Titles—But Not Necessarily in the Order in Which  
They Will Be Published—Are Set Down Herewith:*

1. **Instalment Selling and Warehousing.**  
Depleted cash of jobber and dealer, due to instalment selling, made good through warehousing; how some big instalment sellers finance themselves by warehousing the goods.
2. **Advertising Agencies and Warehousing.**  
What the copy writer should know about warehousing; how he often overlooks the key to market domination; lessons from a few leading industries.
3. **Custodian Warehousing.**  
Developments of the past two years; net warehouse earnings from custodian departments; the new impetus given to this business by recent practices of the Federal Government.
4. **Financing Warehouse Stocks.**  
To finance owners of goods is an essential of up-to-date warehousing; the requirements; the risks; the rewards; the features to be kept in mind for success.
5. **The Port Warehouses.**  
The big port developments; railroads and steamships turning over their interchange to port warehouses; civic pride a new angle to warehousing.
6. **City Terminal Warehouse Projects.**  
The story of the newer terminal plants; effects on "over-space" situation; an out-growth of construction finance projects; railroads and cities commit themselves to support the warehouse.
7. **Canned Goods.**  
Typical of food products; the intense competition of this business; factors that are favoring less use of public warehouses; those that favor greater use; the problems of private brands, of duplicate names, of cut-price brands; the bearing of these problems on the public warehousing of the goods.
8. **Public Storing or Private?**  
How to calculate the comparative costs; skeleton for analysis of cost; when should one method be abandoned in favor of the other?
9. **Choosing Cities for Spot Stocks.**  
Outline of questions which determine selection; the fallacy of thinking that State lines control commerce.
10. **Selecting the Right Warehouse.**  
Skeleton outline for determining which warehouse to choose within a city, or within a group of cities within a close radius; the reverse side of the questions asked by warehousemen as to the nature of business offered for storage.
11. **More Warehouse Stocks Than Sales Agencies, or Fewer?**  
Outline of facts needed for decision; illustrations from successful distributors; relation to salesmen's routes.

# Cooperative Move Begun to Raise Warehousing's Standards

*Plans Laid in New York and Sponsored by Merchants, Bankers  
and Storage Executives May Affect Practices  
Throughout Country*

By KENT B. STILES

A COOPERATIVE movement to raise merchandise and cold storage warehousing standards in the Port of New York has been inaugurated, with representatives of banks, mercantile establishments and public storage companies participating.

If plans mature as outlined at a conference held in the assembly room of the Merchants' Association of New York on Dec. 7, the effects may be reflected in improvements in the industry's relations with storers and financial institutions throughout the country.

On the theory, as several times expressed at the conference, that if New York's public storage interests get their house in order, the practices elsewhere will be elevated, the sponsors of the plan united to create a representative committee of responsible bankers, merchants and warehousemen to project a survey of the industry in the port for the purpose of placing the storage business on a reestablished basis designed to safeguard receipts as collateral, to revise the rate structure in relation to costs, to protect warehousing itself against fly-by-night operators, and to make the industry more intelligently understood and appreciated in commercial, storing and financial quarters.

In effect, the movement is looked upon by some of the supporting warehousemen as something in the sense of a test as to whether their industry shall be self-governed or shall be regulated under State legislation.

The Merchants' Association, which originated the movement after an inquiry during the past year, has given the port's warehousemen assurance that business banks and prominent storers—both groups having been canvassed by the association—"would welcome an opportunity to take part in so constructive a movement as the development of a live industrial program." Accordingly it is anticipated that early in the new year a joint committee—five men each from the banking, mercantile and warehousing interests—will begin functioning. This committee will carry on a survey which will be the basis of recommendations to be submitted at a future conference of representatives of the groups participating.

A concrete result of the Merchants' Association's recent inquiry is the publication of a "Merchandise and Cold Storage Warehouse Map of New York City," which is reproduced on page 29 herewith.

This map is probably something unprecedented in warehousing annals—just as the conference held in

New York on Dec. 7 was declared by several of the out-of-town storage executives to be a meeting unique in their business experience. Both the map and the conference were looked upon as pioneering which might lead to similar accomplishments elsewhere in the country with benefit to the industry as a whole.

The map is 30 in. wide by 29 in. deep and shows the relationship of the port's warehouses to the wharves, rail terminals, steamship piers and produce markets. In the borders are listed nearly 170 merchandise and cold storage warehouse companies, with information, regarding each, as to commodities stored, bonded space, type of building construction, area, invested capital where the figures were available, etc.—much along the line of the information set down in warehousemen's listings in this annual Directory issue of *Distribution and Warehousing*.

The Merchants' Association's inquiry produced some interesting figures. These show that the companies designated on the map operate 23,250,000 sq. ft. of storage space and that the money tied up in the two branches of the industry in the port may be estimated somewhere in the neighborhood of \$100,000,000.

The Dec. 7 conference was presided over by Martin Dodge, manager of the Merchants' Association's industrial bureau. It is this bureau which conducted the survey and invited the storage executives to the meeting—independents as well as members of the Warehousemen's Association of the Port of New York.

Warehousemen among the speakers conceded frankly that it would be well for the industry locally to put its house in order to build public confidence, to educate storers to the advantages of using warehouses, and, above all, more definitely to safeguard warehouse receipts as collateral.

The men who addressed the conference include H. S. Yohe of Washington, D. C., in charge of administering the United States Warehouse Act. Mr. Yohe said he could not escape the conclusion that warehousing in the port ought to be in a position to regulate itself with more elasticity than by legislation. He urged cooperation with banking interests and proffered what assistance he might be in a position to give in the development of soundly economic procedure.

A story of the New York conference follows:

**M**R. DODGE opened the meeting by outlining the Merchants' Association's work in cooperation with the port's warehouse industry in order to find out in what way the association might be of service. Alluding to the map, which he said was the "outside evidence" of the association's work, he announced that copies could be had for \$1 apiece, or at 50 cents each if bought in lots of ten or more.

Any benefits to warehousing through the movement, Mr. Dodge pointed out, would be reflected in benefits to the city in general. While improvements in the country's transportation system, together with hand-to-mouth buying, may have hurt warehousing, he declared development of service to storers might offer increased business to the industry, and to bring about such development it would be necessary for warehousemen to educate storers on the advantages of such service.

Mr. Dodge said he had noted how "anyone can hire a barn" and accept thousands of dollars worth of goods without offering any guarantee—something which was "surprising to outsiders." He compared this situation with the guarantees necessary from banks storing people's money. With regard to warehousing, some sort of protection for the public might be built up, he emphasized, and such protection also would guard the warehouse industry itself against fly-by-night operators.

Mr. Dodge expressed "surprise" at the "lack of concern" by many banks in checking up on goods in storage for which receipts had been given.

Other fundamentals to be considered, he concluded, were the complex rate structure, insurance, competition, and city ordinances—all these, he declared, being worthy of cooperative effort by warehousemen, banks, merchants and other groups.

G. A. O'Reilly, vice-president of the Irving Bank & Trust Co., discussing "Cooperation," stressed the necessity of developing a mutuality of understanding, and of getting the other fellow's viewpoint. Cooperation was "just horse sense," he said, and was sometimes underworked. Also, he said, it was "knowing all the spots on all the cards that are used in the particular game you're playing and putting them down on the table face up." He concluded:

"If you don't know what's going on you can neither compete nor cooperate intelligently. Standardization and simplification, as urged by Secretary Hoover, are one example of intelligent cooperation. Cooperation is a knowledge of the things with which we are concerned. Only study, investigation, research, will enable us to keep up with the procession."

The scope and compass of the United States Warehouse Act were outlined by Mr. Yohe, who declared that all warehousemen desiring to protect collateral had "a common interest" with the purposes of the Act.

Explaining the broadening of the statute to include late potatoes, broom

corn, peanuts in shell, dried fruits and dried beans, syrup, extracted honey, cotton seed, and, more latterly, canned foods, he said it had all been done "at specific and insistent demands by growers and producers."

The Department of Agriculture was not engaged in propaganda on behalf of various commodities, "but, in fact, we've had to put on the brakes," Mr. Yohe declared, adding, "in reply to misgivings," that the Department was not licensing other than public warehouses. "The number turned down would surprise you," he said, holding that this indicated careful investigation by the

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**T**HIS is the story of a movement which may have a profound effect on merchandise and cold storage warehousing throughout the country—a movement which is in a sense a pioneering effort, by the industry's representatives in the greatest port, to put its house in order with the friendly assistance of banks and business establishments.

Storage executives in other communities will watch with interest what their brethren in New York are undertaking—and the accompanying text gives the background.

Financial, mercantile and warehousing groups in the port are organizing a joint committee to conduct a survey designed to raise the standards of the storage business to protect both warehousing and the public and to safeguard receipts as collateral.

If the New York warehousemen are successful in this effort to establish a state of self-government without legislation, a precedent perhaps will be created for guidance in cities elsewhere.

Read this article—keep abreast of what is going on in the industry.

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Department so as to assure responsibility.

Mr. Yohe outlined the value of the Warehouse Act receipt as collateral of value to bankers.

Whereas in April, 1920, twenty-three licensed cotton warehouses were storing about 45,000 bales and five licensed grain warehouses were storing about 160,000 bushels, Mr. Yohe pointed out, on Dec. 4, 1926, from 40 to 50 per cent of the entire cotton crop, together with 38,386,000 bushels of grain, were in licensed storage, along with wool, tobacco and other commodities, the latter including 375,000 cases of canned foods.

As to New York, Mr. Yohe said he had heard "some talk of need of regulation," but—

"I can't escape the conclusion that the warehouse industry here ought to be in a position to regulate itself with more elasticity than by legislation. Get the bankers back of the situation. They

hold the key, and cooperation with the bankers could iron out the differences of cut-throat competition. I will be glad to cooperate with warehousemen at any time to strengthen their position. I will be glad to help work out what should be proper procedure soundly economic."

In introducing Walter C. Firth, president of the Warehousemen's Association of the Port of New York, Mr. Dodge thanked the association for the cooperation extended.

Mr. Firth in turn extended the association's gratitude to the Merchants' Association and particularly to its industrial bureau for the "magnanimous movement to foster and develop the trade of the city." Alluding to the map, he said it "reveals the warehouse industry of New York to itself," the 166 companies operating with a capitalization of \$130,000,000, offering to the nation and the world more than 23,000,000 square feet of space, and capable of storing any commodity. The assessed valuation, the amount of taxation, the labor employed, showed the possibility of the "powerful influence for improvement" which the warehouse industry in New York could exercise, he pointed out.

"Mr. O'Reilly placed his finger on the weak spot in the warehouse industry in New York," Mr. Firth said, "when he spoke of the feeling of distrust, the failure to get together. Warehousing is only one element in the great business of the city. It is vital to the banking interests to know the integrity of companies having goods in storage. A re-establishment of policy should be undertaken. I hope that all warehousing in the city will join with the Port of New York association to correct conditions and fight interests which are detrimental to the welfare of the industry."

E. H. Maxwell, vice-president of the Independent Warehouses, Inc., talked on the importance of the warehouse receipt and the warehouseman's integrity. The industry was in need of cooperation along different lines than at present, he declared, stating that rates were not on a proper basis and that there were instances of service being given gratis.

"We must sit down and revise our own practices," Mr. Maxwell concluded. "We must put our business on a different basis. This would increase our responsibility with the banks."

Mr. Maxwell urged continuation of the cooperative relations with the Merchants' Association.

S. M. Haslett, president of the Haslett Warehouse Co., San Francisco, on an eastern business trip, was present by invitation and was asked by Mr. Dodge to address the meeting. Indorsing the cooperative effort, Mr. Haslett said a movement of this kind was a new one in his experience and that it set an example for other communities to follow. He foresaw benefits to commerce and industry.

Samuel G. Spear, treasurer of the Wiggins Terminals, Inc., Boston, and president of the Massachusetts Warehousemen's Association, declared that "a hard-headed business men's meeting



generally brings results," and he pointed out that warehousing practices in New York and Chicago had a great effect on practices in the industry elsewhere. "If New York can get its house in order, it will help other cities to raise standards." He added:

"Warehousing seems to have emerged a bit more into the limelight. It is no longer in the grub stage. It is coming into the butterfly stage. It is becoming a little better known. So it will be wise to watch it a little more closely. There is not yet proper supervision of warehouses to make them real public utilities. Though the time is not yet ripe, we may have to have supervision. This movement here today is a good test to see if warehousing can regulate itself."

Mr. Spear suggested that a committee representing responsible bankers, merchants and warehousemen be created to "go into the problem thoroughly, exhaustively and honestly," declaring that safeguards of collateral and rates could be worked out and that protection for all could be provided. It would be, he declared, a neutral body which could check up on collateral, receipts, responsibility, etc., and work for the betterment of conditions.

"If you don't do it voluntarily," he said, "pretty soon the public will come along and tell you what you've got to do. Warehousing is becoming more of a proposition. The necessity of the securing of receipts is growing. Getting the confidence of the public will come back to us in benefits. I suggest that we wind up this meeting with concrete action, such as the naming of a committee. Don't let this golden opportunity and this unique cooperation go without a definite stand being taken."

Mr. Firth urged such action as Mr. Spear had suggested and moved that the conference authorize Mr. Dodge to undertake the creating of a committee to consider the day's problems—a joint committee to report back at a subsequent meeting.

Mr. Dodge expressed belief that the Merchants' Association would be glad to assist in any practical way.

#### State Law Suggested

Edwin Morton, treasurer of the Baltimore & Ohio Stores, Inc., suggested that each group—bankers, merchants and warehousemen—have a committee of five to draft a State law providing for certificates of convenience to operate warehouses, with provisions along the line of those in the statute in Minnesota. Such supervision was certain to come in New York he believed.

W. Clive Crosby, president of the Fidelity Warehouse Co., emphasized that many New York warehousemen did not think a State law essential now, but he favored a plan for a joint committee to review the situation and make a survey, with power to make any recommendation it might wish with regard to the desirability of State regulation.

Mr. Spear urged that the unorganized part of the industry—the warehousemen not members of the port association—

be recognized on the warehousemen's committee.

The conference voted in favor of a committee along the lines suggested by Mr. Spear, Mr. Firth and Mr. Crosby.

Before the meeting adjourned, Mr. Dodge again alluded to the map, saying that copies were being sent free to railroads, steamship companies, banks and forwarding companies, and to a selected list of merchants and to some 1100 commercial and trade associations throughout the United States.

#### The Significance of the Map

SUBSEQUENT to the conference, W. A. Gately, who cooperated with Mr. Dodge in preparing the map for the Merchants' Association's industrial bureau, prepared for *Distribution and Warehousing* a statement on the "Present Status of the Warehouse Industry of New York City and Vicinity." The statement reads:

"For the better part of a year the Merchants' Association of New York, through its Industrial Bureau, has been carrying on a survey of merchandise and cold storage warehouses and grain elevators in and around New York City. The results of this survey have just been published in the form of a map.

"This map shows the relationship of the wharves, rail terminals, steamship piers and produce markets to the warehouses, and gives the particular commodities in which each warehouse specializes, sets forth the kind of bonded space provided, the type of construction of the various buildings, the amount of space available at each, and, where it is obtainable, the invested capital, insurance connections, banking and association affiliations.

"Inquiries received by the Association for several years past plainly show that local merchants and manufacturers, to say nothing of out-of-town and foreign shippers, know little of the splendid facilities for warehousing which New York and its vicinity offers. It was not uncommon to hear the remark that New York's warehousing facilities were not adequate, were out of date, were unsatisfactory to use, and that shippers and storers of goods might better route their merchandise through other ports; but a brief study of the map shows the fallacy of these statements.

"The map plainly shows that both from the standpoint of number, location and construction of warehouses, New York offers as good and, in most instances, better accommodations than any other city in the country.

"The information given on the map is gotten up in such a way as to make it of special value to manufacturers and merchants in the solution of their problems, and in enabling them to select warehouses convenient to their markets and distributing centers.

"Railroads, steamship companies, forwarding agents and shippers' associations will find it of material assistance in acquainting shippers with conditions affecting transportation and distribution in New York, and in showing the rela-

tionship of their respective freight terminals to the various markets and warehouses. And even entirely aside from its value to those who may be interested in storage and distribution problems, the map sets forth the greater and most important part of the Port of New York in compact and handy size.

"Judging from a number of calls which are daily being received for copies of the map, it will prove a splendid means of acquainting the general public with the storage facilities, and many warehouse concerns are distributing copies to their customers.

"From the data gathered in connection with the survey, it appears that the industry provides a total of 23,250,000 square feet of storage space. Of this, 20,000,000 is devoted to merchandise and something more than 3,000,000 is for cold storage. There are about 133 concerns in the merchandise field, 23 in the cold storage group, and 5 in the grain elevators. These concerns vary all the way from those having but a single building or unit up to the largest company, which operates 118 individual buildings.

"Although complete figures are not available on the subject of invested capital, it is evident that the amount of money tied up in the merchandise warehouses is in the neighborhood of \$60,000,000, while the cold storage plants represent investments of close to \$25,000,000.

"The success of the survey has in a large measure been due to the splendid cooperation which the warehouse industry afforded the Merchants' Association. The various members in the industry have individually shown a live and hearty interest in the problems of their business, and many requests were made to the Merchants' Association to call a meeting of all merchandise and cold storage warehousemen, so that ways and means might be considered for improving the present status of the business."

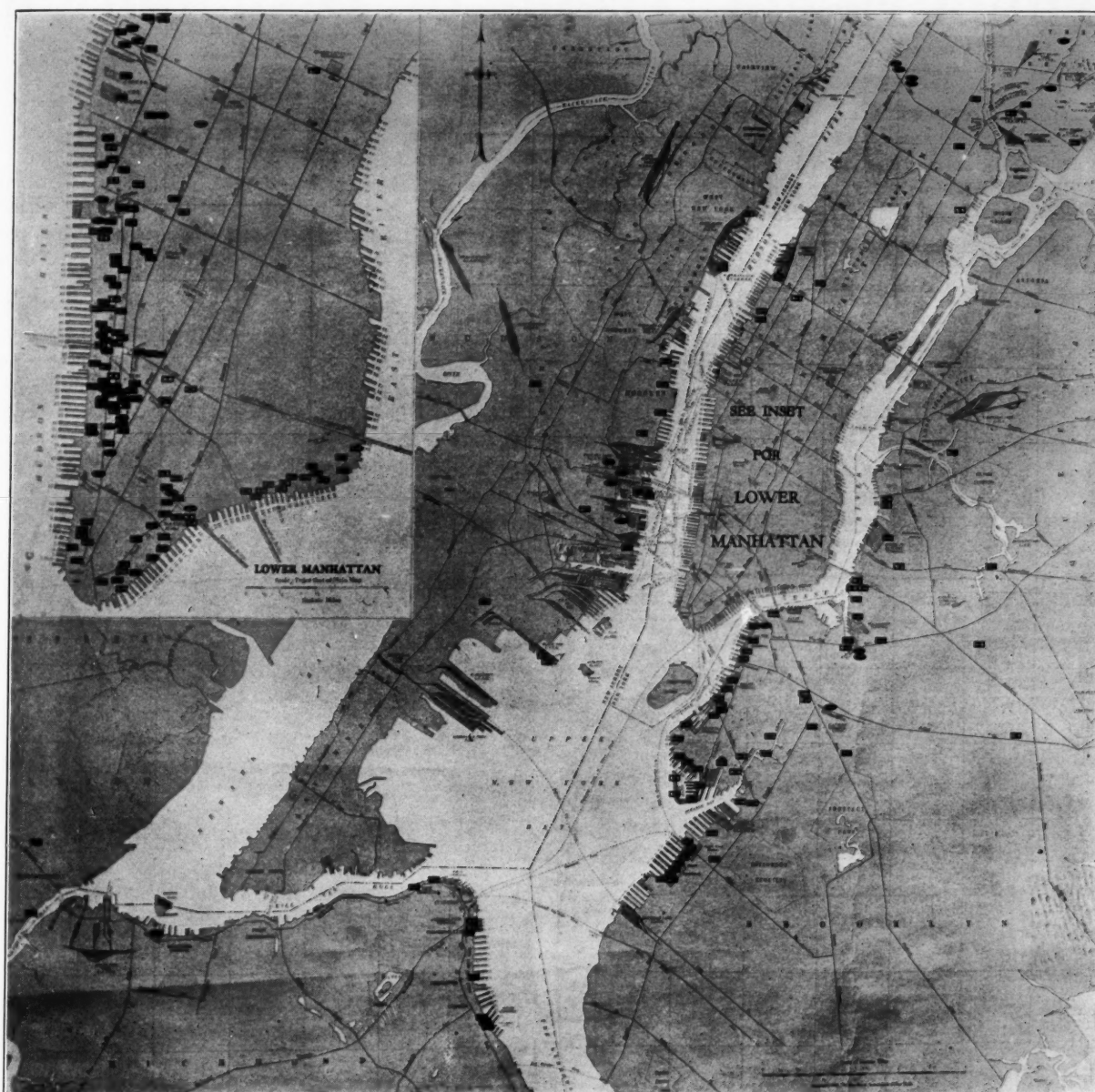
#### What the Survey Showed

This is the conference which was held on Dec. 7, and Mr. Gately in his statement summarizes, as the points brought out by the speakers and by the previous survey, the following:

- "1. The need of greater coordination within the warehouse industry, and more effective cooperation between the industry, the merchant and the banker.
- "2. The industry has no standards of business operation, although the nature of warehousing is such as to make it possible for people of little character, limited capital and no technical knowledge to enter it.
- "3. The safeguarding of loans secured by negotiable warehouse receipts is admittedly faulty, as shown by the heavy losses which the banks have sustained in the past ten years. This condition warrants study.
- "4. The industry at present suffers under the burden of certain city ordinances; excessive insurance charges and regulations; the imposition of certain inequitable rules and regulations by the

(Concluded on page 70)

## Merchandise and Cold Storage Warehouse Map of New York City



THE above is reproduced from a map prepared and published by the industrial bureau of the Merchants' Association of New York, which issued it after a year's survey of the local storage situation in cooperation with the Warehousemen's Association of the Port of New York and DISTRIBUTION AND WAREHOUSING. It is probably the only one of its kind in this country.

As the map is approximately 30 x 30 in. in size and printed in four colors it is not possible to reproduce it, on a page of this size, in such a way that the numbers show up distinctly. DISTRIBUTION AND WAREHOUSING can supply the map at \$1 a copy.

On the original each warehouse is given a number. Along the borders all the warehouses are listed with corresponding numbers. Each storage company is given text setting forth information with relation to address, office personnel, bonded space, investment, total area, type of building, etc. Read the story beginning on page 26.

Every traffic manager who distributes goods into the metropolis and every producer and grower who places commodities in New York's cold storage plants will find this map a valuable asset in his office.

The production of this map is a pioneering effort. When business interests and the warehousemen in other cities cooperate along the same line, the public storage business will be better appreciated throughout the country.

# The Present Trend of Distribution as Visualized by a Distributor

OUR industrial machine is becoming more personalized. Our great railroads are in high gear. Weekly loadings in excess of a million cars each week has become so common as to be monotonous. The roads have spent billions on equipment and improvement to handle the greatly increased traffic and yet increased the rapidity of great transportations more than 35 per cent.

The manufacturer of all season goods used nationally is faced with this situation. He must maintain available stock not only at strategic distribution points, but in the smaller consumption areas as well. It is as if he had been forced almost over night to have five times as many jobbers who, in turn, would maintain spot stock at every center of importance, so that the dealer can run across the street and get one-fourth dozen of this and a part case of that. The manufacturer's branch, his jobber or public warehouse must stand ready to fill small orders from spot stock; make instant or one-day deliveries, and keep on doing this.

How can the manufacturer possibly arrange to do this without utilizing the public warehouse in caring for the hand-to-mouth trend of business?

For a time it looked to some of us that this improvement in freight schedules would make the public warehouse unnecessary. Even warehousemen themselves became depressed.

Then came a new situation. Many shippers have found that if physical distribution was to keep pace with the new era, the public warehouse played an important part and became the connecting link between manufacturer and jobber, between jobber and retailer and between retailer and consumer.

LET us leave warehousing for a moment and dig into another phase of distribution.

While the national income for the current year has been set down as not less than \$70,000,000, our industries are tuned up to produce \$90 worth of goods for every \$60 the consumer has to spend.

The pocketbook of the consumer has only so much in it and, with so many making a frenzied effort to get a share of this spendable wage, we have come to a period of bitter competition. Even if radio should exceed the automobile as our national buying urge; even if there does come about "more of a rotation

in the needs, as well as the desires, of the consumer," many are in the position of the old line manufacturer of soles who finds his market narrowed by increased costs of distribution just at a time when oil and gas heating units are going after a large slice of the total heating demand.

It is competition from outside of his own trade fields that tends to derail schedules for the average manufacturer.

When John Jones decides to put a new roof on his house, he is half dazed by the "go-getter" advocate of slate, cedar shingles, red tile, copper or tar composition; and no matter which material he may select, he has *only one roof to put it on*.

This explains the scramble for outlets that are already jammed.

In the effort to balance sales and factory operations, the battle is a merry one, with synthetic foods, new metals, duco made from corn, and paper made from bamboo already here, with all the potentials of liquid coal and the cathode ray which will reduce solubles to liquid and vice versa.

INTENSIVE sales methods have exhausted practically every avenue of increased consumption. At present cost of the product to the distant buyer, hence some improved method of *physical* distribution is about the only unworked drain of profit margin left for many manufacturers.

More than ever the right idea which lessens delivery cost demands the floor. It will not down; it respectfully, but firmly, refuses to be shunted aside because distributive pressure will force a hearing for it, and if the traffic manager has grasped this right idea, it is no exaggeration to say that he will be in a position largely to determine what the net of his firm is going to be from now on.

It is certain that the traffic manager of the future will have more authority and scope in the premises. He will be more concerned with good warehouse contacts than with tariffs; more interested in market outlets than in the standardization of containers; more keen about increasing the net on spot stock than about the exact routing of the shipment.

He will rack his brain for an idea as good as the public warehouse idea that will spell added profits for his firm.



# Public Warehousing and Economic Distribution

## Number 22

### The Warehouseman's Ability to Aid Shippers to Ease the Taxation Problems

By H. A. HARING

WITH January, thoughts turn to taxation. This is a subject much discussed among warehousemen and among clients of warehouses, but seldom is it brought forth into the open. It is a curious fact, in business, that man hesitates openly to discuss the matter of taxation. There seems to be a feeling that taxation means untruthfulness, deceit, and unworthy practice.

Ever thus a tender subject, taxation becomes a running sore in January. That is the time when business concerns close their accounts for the preceding year. Until the final entries as of Dec. 31 are made and the books closed for the year, it is always possible to alter the entries, or to shift stocks so as to change incidence of the tax. There is, also, always the possibility that some loss may occur which can be set up as a lawful deduction. But once the final entries are made, the record is unalterable, except through the method of juggling.

TAXES are unduly high. With this statement no business man will argue. In all probability he will go further and assert that taxes constitute the greatest single handicap to prosperity. Every man declares that taxes must be lowered, and that they will be lowered if we can find a way to do it. Otherwise the continuation of confiscation of earnings will bring stagnation to American enterprise.

As a result, American business men, after achieving success in manufacturing and merchandising, are being compelled to master a new and unfamiliar trade. They are being forced to study the trade of government of the country, so to speak, in order that they may save their businesses from being throttled by the grasp of the tax collector.

The first conclusion of anyone who delves into taxation is that there must be somehow a revision downward in our taxation.

Turning thoughts, for the moment, from the manufacturer to the warehouse-

man, it is possibly well to record that the public warehouseman is, in thirty-seven States, liable for taxes which may be unpaid by the owner of the goods stored with him.

The tax against goods in storage, or the license fees against distant owners, or the privilege taxes in certain States, or the excise fees against a foreign corporation, are primarily the worry of the owner of the goods.

And yet the warehouseman may, in extreme cases, find himself liable under the law for these taxes.

A few instances have occurred where a stock of goods in storage has been withdrawn before the tax collector makes his demand, and where the distant owner then feels safe in defying any collection. In such instances the tax collector has calmly presented his claim to the warehouse and has been able to enforce collection.

Such cases are not, of course, numerous, and yet this angle of taxation is a matter of watchfulness.

It is not our purpose to countenance this or any other method which is either dishonest or dishonorable. None the less, we must acknowledge that taxation of warehouse stocks is a factor in warehouse distribution.

Nor can the matter be slurred over, as one warehouseman attempted to do at a Washington conference when he shouted to a questioner: "The least said about taxes, the better. My advice to you is to forget it!"

Disagreeable as the subject may be, and thorny as may be the facts in the case, the sooner warehousemen and warehouse patrons discuss this problem frankly and sincerely the quicker will the bugaboo disappear.

Both parties would gladly ignore the tax collector were that a possible attitude; both would cheerfully chloroform him, but that, too, is impracticable.

There remains only one course: face the situation squarely.

#### What Is the Remedy?

WHAT is the remedy? Greater economy in government is the thing which all can see. Anyone can make the statement that we must give up some of the extravagances of our Government. All students direct attention to the need of cutting the cost of government, to the end that taxes on business may be less.

But while waiting for the Government to reduce taxation, each business is annually confronted with the question "What are we going to do about it?" That something must be done, is agreed by all; but it is further agreed that we shall have a long wait.

Everyone feels certain from his observation of political management that taxes are more likely to go up than down. New tax inventions and new names increase rather than disappear. Every year, after the campaign is over, the Government slumps back into the old rut; and, despite the persuasiveness and

## Public Warehousing and Economic Distribution

all the oratory to win votes for economy, the tax voucher that comes up for payment is no smaller.

The business concern must pay its taxes in order to do business. The remedy therefore which is practical, as each January appears, is that of making a serious study of one's own business. This study must be a thorough search for tax leaks.

Federal and State taxes vary tremendously. Added to them are county and city licenses and a dozen forms of excise. The total assumes many forms. One authority has listed twenty-three classes of taxes to which a corporation becomes liable, if it does a nation-wide business.

To such a business the remedy is plain: "So plan the business as to become liable to as few forms of taxes as possible." Business must be done lawfully. Wrongful evasion is not to be considered. Yet there are many methods of altering a business so as to escape burdensome levies. This is the only remedy from heavy taxation that is practical.

### *The Warehouse as a Tax Authority*

THE warehouseman should become a local tax authority. The distant owner of goods is obliged to make the public warehouse his agency for many things other than only distribution. In an increasing range, the modern warehouseman is serving his clients for many things other than as the mere storing place for goods.

His service in freight rates is a case in point. The warehouseman can know local transportation conditions far more intimately than a traffic expert 500 miles away.

As an illustration, the rate is not all there is to shipping by freight. There are other things to be considered, such as frequency of services, convenience of depots for receiving and delivering, quickness or delays for trucks at terminals, the advisability of shipping by truck rather than by rail. Each of these may cost the owner of the goods more than he can save by quarreling over pennies on the rate.

In the matter of trucking the warehouseman has become a local authority. Shippers defer to his judgment and his experience. Should they not be willing to follow his suggestion, they pay in added costs even though they may never know how much they pay.

When it comes to the matter of local taxation, the warehouseman in a similar manner should make himself a local authority.

If he does not so qualify he is unworthy to pose as a "banker of merchandise" for distant owners. The cashier of the bank where money is warehoused can tell, without a second's hesitation, ex-

actly what investments are tax exempt. He can answer to a fraction what is the local custom in assessing cash in banks or accounts receivable or mortgage loans, and he gives the stranger or the out-of-town depositor definite and precise advice about what to do when tax day approaches.

The warehouseman owes a similar duty to his depositors. He should be equally facile in recommending just how the distant manufacturer should manage his spot stock. He should know definitely the basis of assessment that is usual and that is acceptable to the local authorities.

This statement is not made to suggest any underhanded methods to avoid just taxation, nor is bribery to local assessors in our thoughts. Reference is made only to lawful and legal and ethical methods—such methods as the bank cashier recommends, without hesitation, to his clients.

Warehousemen, as a whole, have been gun-shy about taxes. With each year, however, the owners of goods are demanding, more insistently, sound and frank advice in the matter of taxes.

### *Knowledge of Local Conditions*

NO warehouseman should allow the distant owner of goods to receive peremptory notice from the tax collector that tax arrears are due. Neither should he permit notice of assessment to be received months after the goods have been withdrawn from store. Nor should he let any client be penalized for long-forgotten business transactions.

The warehouseman reads the local newspapers. He is acquainted with local tax assessors; or, if he is not, he should be within the next twenty-four hours.

He is in position to know the temper of his city, of his county, of his school district, and of his State, in matters of taxation.

If it is planned, this January or next April, to assess goods in warehouses belonging to out-of-State owners, the warehouseman knows it.

If it is intended to raise rates or lower them, he knows it.

If a Court decision has altered the legal status of warehouse goods since last January, he knows it.

If stocks in public warehouses are customarily overlooked by the assessor, he knows it.

If sales tax is newly imposed, he knows it.

If domestication of foreign corporations is suddenly made necessary, or as suddenly upset, he knows it.

All these situations the warehouseman knows because he reads the local newspapers. He catches local gossip.

Yet, the distant owner of goods has no means to get this simple information. He is, furthermore, busied with manufactur-

ing and selling his goods, never thinking from one January to another about tax changes in 200 cities and in 48 States. He is no more likely to learn of changed conditions in taxation than he is to learn that the X Railroad has withdrawn a package car, or that the new concrete road has been opened for 40 miles in a new direction, with immediate reduction of 15 per cent in trucking.

### *The Practical Remedy*

THE warehouseman who will worthily represent his customers should make himself a sort of chamber of commerce on tax matters. Taxation on warehouse stocks is certain to be more important with each year. If the warehouseman is to be prepared to meet this new demand, he must seriously and methodically inform himself as to local conditions. He ought to be prepared to discuss intelligently with prospective patrons the local tax situation, to the end that a new account will begin shipping in its goods with the utmost confidence.

The warehouse patron is entitled to know what taxation he will face next January with the same exactness that he knows what will be the charge for a month's storage, for handling in and out, for collecting a C.O.D., and the like.

I once expressed surprise, to a keen-witted manufacturer, that I had found his goods with a certain warehouse. Instantly came this reply:

"It's not the house; it's the man. Of thirty or forty warehouses that we use, that fellow gives us the best tax information. He can tell us more about taxation in seven States than our own attorney ever thought of knowing."

That particular warehouseman is doing what every progressive warehouseman must sooner or later learn to do.

In one of our major cities, during the past year stocks in warehouses were suddenly assessed. Previously they had been overlooked. Of ten or twelve merchandise warehouses in the city, only one, so far as I have been able to learn, was prepared. The manager had noted in the local newspaper that assessment was to be levied on warehouse stocks, and he prepared himself by interviewing the local board of assessors in advance of tax day.

The result was that every patron of his house submitted a tax return at the date when due, and not one of the returns was amended by the board of assessors.

It stands to reason that these returns, being prepared by the owner of the goods, were to them satisfactory. In fact, I have encountered one owner who had goods in two warehouses in that city, and he tells me that, in another warehouse, the assessment, on which he finally paid the tax, was at the rate of

eight times the ratio that he paid on similar goods in the warehouse which was prepared for the assessment.

In applying this sensible and reasonable remedy to taxation troubles, a circular or a piece of advertising matter is hardly to be recommended. From time to time personal letters to advise of changed conditions get full attention. They come

to the distant patron as any suggestion for his benefit comes—received with open arms.

No matter in warehousing, as a matter of fact, supplies better material for "sales letters" to patrons, both present and prospective, than a personal letter will helpful information about taxation in the warehouseman's locality.

So few warehousemen, moreover, have had the forethought to do this thing that, with warehouse patrons, they stand out distinct from their fellows. They are regarded highly. They are recognized as being men who know their business.

They provide that indefinite thing we call "service," about which all talk so much and many do so relatively little.

# Again the Warehouse Cat!

*Some Further Thoughts on Tabby's Usefulness in the Storage Plant*

By H. A. HARING

AN article in the July issue of *Distribution and Warehousing* on "The Warehouse Cat" has elicited a considerable number of inquiries, to many of which personal reply has been possible. During the intervening months, further observation, and a suggestion from a disciple of Charles Darwin, living in England, leads us to renew the subject of the warehouse cat as the mortal foe of mice and rats.

With man, fear deprives of the power of speech. It also reduces vitality. It is closely associated with silence, and continued fear produces sexual impotence. A recent illustration of this last statement was brought to light during the War, when the ratio of still-born grew terribly over all Europe. Many of the "unwed mothers" never became mothers for the simple reason that living, as they did, in continual fear and high emotion, nature brought premature births. An English correspondent, who is a physician of eminence in London, writes me that medical statistics for that country indicate that miscarriages and still-births during the war years were multiplied by 4.7 over the same period of peaceful years before 1914.

It is customary with novelists to build their plots on fear. Men and animals are by them pictured as driven by fear to suicide, or that fear leads the victim to embrace death much as horses will rush into the flames of a fire while the barn door stands wide open.

The cat is the mortal enemy of mice and rats. A good rat-ter in a warehouse means that fear is present for the rodents, even when they are in hiding within the partition walls.

Like the boys who learned to cling to the dark side of the trenches in France, rats and mice live miserably close to the walls if a lively cat is about. To show themselves, by day or night, invites death. Fear of the open keeps rats and mice from straying far from their holes in precisely the manner that shell-shocked cases were afraid to cross a street, their physical impotence being so

great that they would use a crude sign language rather than utter the word "cigarette" or "doughnut."

With animals, moreover, fear involves another element that has direct bearing on the warehouse cat. As with man, continued fear induces sexual impotence—a theme possibly too medical to discuss in these pages further than to suggest the facts in the case. With animals the most notable influence of fear is that it prevents, or limits terribly, their breeding. Fear undermines the very source of their life.

An interesting case has been called to my attention from Australia (where, by the way, the July article was reprinted). In the sheep country of that continent, at one spot, the rabbits swarmed. As is customary in Australia, a tightly-woven fence was built about the infested area in order to keep the rabbits within and prevent their roaming afield. The farmer could discover no way to kill off the rabbits, content that they were restrained by his wire fence, and yet all the time in doubt how much longer he could thus control them.

As a preliminary step, however, he one week cut off all the timber and brush within the wire. He then burned it. Thus he more or less cleared the enclosed area of brush, and, without knowing it or intending it, he took from the rabbits the cover so essential to their life. Now Australia has many hawks and eagles, and these began to pounce on the defenceless rabbits.

The rabbit holes remained, but whenever the little animals came out into the open to feed they were subject to all sorts of fears because of the watchful hawks. In all probability, the actual victims of the birds were few. Certainly they were not enough to end rabbit life, but it was not long before the farmer observed that his rabbit pests were getting fewer and fewer.

By a close inspection, he became satisfied that some of them quit breeding at all. Instead of having five or six litters a year, they had no more than one;

that litter, too, would be two or three living young as compared with a normal litter of six. In two years the twelve-acre plot had so few rabbits remaining that the farmer was able to kill them off with a gun.

In country localities rats breed much less easily where weasels are found. The number of rats killed by weasels is not the answer half so much as the influence of fear on the reproduction of the species.

In one of our medical colleges a long series of observations over a period of three years shows rather conclusively that, where cats harass the mice, breeding among the mice slows down. Instead of four and five litters each twelve months, the mice thus tormented produce two litters. Of the two litters, 41 per cent were born dead.

The moral, as applied to the warehouse cat, is plain.

A good warehouse cat will kill off some rats and mice. Many more will be driven to neighboring alleys where life is more agreeable. Of those that remain, the offspring will grow less and less in numbers.

A good warehouse cat, therefore, will reduce the oncoming generations of pestiferous rats and mice.

## Charlotte Company Radios

The Carolina Transfer & Storage Co., Charlotte, N. C., broadcast its Christmas time dinner program of music and short talks on the evening of Dec. 21. The affair is an annual one for the firm's customers and other friends. The broadcasting was from station WBT, Charlotte, and was arranged by J. L. Wilkinson, the company's secretary-treasurer.

## P. O. Safe Robbed in Warehouse

The safe of a branch post office in the North Denver, Colo., plant of the Swift Moving & Storage Co. was robbed of \$225 recently. A postal employee was arrested. The warehouse company's safe was untouched.



# Systematic Records of Truck Costs Eliminate Waste in Delivery

## Some Facts and Factors Which the Fleet Operator Should Know Are Told

By J. J. BERLINER,  
Accountant and Auditor

**M**OTOR truck delivery cost is a subject of vital importance to the warehouse business. Numerous storage executives have realized that truck operating costs were much too high and have been grappling with the problem of how to reduce them.

The first and most important step to take in order to eliminate waste in delivery is to keep systematic records of truck costs. A simple system of accounts consisting only of two or three forms and requiring only a few minutes, per day, per truck, to keep going, will furnish an accurate analysis of all the operating truck expenses. These records of truck costs will reveal to the warehousemen dozens of essential facts about its trucks:

Whether the trucks are being operated efficiently or not, and why; what leaks are reducing the profits, and where; what means should be employed to speed up the delivery system and how they should be put into effect.

Here are some of the facts which a warehouseman wants to know—and should know—about his trucks; facts which a few simple cost records will tell him!

1. How much does it cost to deliver per ton-mile, or cubic feet capacity per mile?

2. Which make of tire gives the most mileage?

3. Which driver is the most efficient?
4. Which truck shows the least cost for repairs?
5. Which route is the most profitable?
6. Which route shows the most standing time?
7. Which truck uses the most fuel in proportion to mileage?
8. Which truck covers most mileage in a day, month or year?
9. What spare parts were ordered and at what cost?
10. What is the cost of truck operation for a day?
11. What is the cost of truck operation for a month?
12. What is the cost of truck operation per mile?
13. What is garage costing?
14. How does fuel used, check up with mileage run?
15. What is the comparative record of two trucks with reference to (a) trips per day; (b) stops per day; (c) miles per day; (d) days in service; (e) days out of service, and (f) repair cost per mile.

All of these questions are pertinent to the cost and performances of your motor truck. They show up the weak spots in your truck system. By comparison, they show what is good and what is faulty in your system of delivery truck operation.

**T**HE analysis of truck cost may be divided into two parts: first, variable expense and, second, fixed expense.

Variable expense consists of a series of items that enter into the cost of operation and maintenance, which are not fixed or ascertainable beforehand. Such items are gasoline, oil, tire cost, repairs, etc.

Fixed charges are those expenses which are fixed and known in advance. Such items comprise taxes, licenses, insurance, wages, depreciation (if not figured on a percentage basis), etc.

By keeping a "Daily Truck Record Card," a complete record of the truck's performance for the day is furnished, showing such essential information as: number of miles covered; number of tons carried; gasoline, oil and grease consumed; driver's working time; time lost by driver; time taken for lunch, etc.

However, each individual warehouseman can decide for himself as to the ad-

dition or omission of various items in this record card, according to the information he deems most desirable.

A monthly summary and recapitulation, at the end of the month (or every three or six months, if desired), may be made from the driver's daily record cards, giving the total gasoline, oil, grease, etc., and also the drivers' wages.

The tire expense for the month or period is then ascertained or estimated, and the fixed and known items, such as taxes, depreciation, etc., are then put down.

A monthly summary and recapitulation is strongly recommended for warehouses. From the monthly summary and recapitulation sheet we are in a position to obtain information that is absolutely necessary for a progressive warehouseman:

- (1) Cost of gasoline per mile  
Total gasoline used  
Total mileage

- (2) Total cost per mile  
Total cost  
Number of miles run
- (3) Cost per ton to deliver  
Total cost  
Total tons carried
- (4) Cost per day operating  
Total cost  
Days operating
- (5) Cost per ton per mile  
Total cost  
Total ton miles

All of this information is obtained by reference to the summary sheet, and is exceedingly important.

For example, the cost per ton per mile tells the warehouseman how far away he can go for business, and at what distance the cost of delivering a ton becomes too great.

From the cost per day operating, the warehouseman can tell which trucks are most economical. By taking the daily record cards of each truck and comparing with the cost per day of operating on the monthly summary sheet, it is easy to find out which truck is above the average

Driver's Daily Record.....	Truck No. ....
.....192.....	
Odometer Reading—Finish.....	
Odometer Reading—Start.....	
Mileage per day.....	
Gasoline, Gallons.....	
Cylinder Oil, Pts.....	
Transmission Oil, Pts.....	
Grease, Pounds.....	
Tons, Stops or Packages.....	
Pick Ups.....	
Worker's Time.....	
Helper.....	
Delays, Loading.....	
Misc.....	
O. K.: Supt.....	Driver.....

Fig. 1—Daily Truck Record Card

Driver's Route Card						Truck No. ....		
Date.....192.....						Driver.....		
Left.....						Route No.....		
Returned.....								
TRIPS MADE								
From	To	Tons, Stops or Packs				Miles	Time	
		Out	Del	Pick Ups	In		Out	In
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								
11								
12								
Totals								
Gasoline, Gals.....		Driver.....		Loading.....				
Oil Cylinders, Pts.....		Helper.....		Misc.....				
Grease, Lbs.....		Washing.....						
Kerosene, Qts.....		Repairs.....						
Kw-hr. current.....		O.K.....						
								Supt.

Fig. 2—Driver's Truck Record Card

TRUCK COST SYSTEM			
Month ending.....192.....			
Make of Truck.....			
Operating Charges			
Gasoline.....gal.	@.....		
Oil.....qts.	@.....		
Grease.....lbs.	@.....		
Kerosene.....gals.	@.....		
Waste.....lbs.	@.....		
Driver.....days	@.....		
Helper.....days	@.....		
Mechanic.....hrs.	@.....		
Misc.....	@.....		
A. Total Operating Charges.....			
Maintenance Charges			
Tires.....miles	@.....		
Repairs.....	Estimated.....		
Overhauling.....			
Painting, etc.....			
Garage rental (pro rata).....	year.....		
B. Total Maintenance Charges.....			
Fixed Charges			
Insurance, fire.....	per year.....		
Liability.....	per year.....		
Collision.....	per year.....		
Interest 6% (item 1 ÷ 2).....			
Depreciation on chassis.....	per mile.....		
Depreciation on body.....	per mile.....		
Depreciation on equipment.....	per mile.....		
Total Taxes and Licenses.....	per year.....		
C. Total Fixed Charges.....			

MONTHLY SUMMARY  
Fig. 3—Cost for Period

TRUCK COST SYSTEM			
Number of Truck.....		Chassis No.....	
Capacity in Tons.....			
Investment			
Cost of chassis less tires.....			
Cost of body.....			
Cost of equipment.....			
Cost of tires.....			
1 Total cost complete.....			
Performance Record			
2 Days operated.....			
3 Days idle.....			
4 Days maintained (items 2+3).....			
5 Total hours operated.....			
6 Total miles covered.....			
7 Total trips made.....			
8 Total tons, packages or stops.....			
Performance Averages			
9 Average miles per day maintained (item 6 ÷ 4).....			
10 Average miles per day operated (item 6 ÷ 2).....			
11 Average miles per trip (item 6 ÷ 7).....			
12 Average tons, stops or packages per trip (item 8 ÷ 7).....			
13 Average commercial ton miles, package miles or stop miles per trip (item 11 × 12).....			
Recapitulation			
14 Total expenses for month (Sum of A, B and C).....			
15 Cost per day operated (14 ÷ 2).....			
16 Cost per day maintained (14 ÷ 4).....			
17 Cost per mile operated (14 ÷ 6).....			
18 Total commercial ton miles, package miles or stop miles (item 7 × 13).....			
19 Cost per commercial ton mile, package mile or stop mile (item 14 ÷ 18).....			

Fig. 4—Performances, Averages and Recapitulation





# Household Goods Warehousing in the United States\*

By CLARENCE A. ASPINWALL  
President, Security Storage Co., Washington, D. C.

## Chapter XIV

### Cold Storage

COLD storage as an adjunct of household goods warehousing was introduced by the Security Storage Company of Washington, D. C., in 1895 by the late Albert M. Read, the general manager of the company at that time. Considerable trouble has always been experienced by household goods warehousemen in protecting rugs, clothing and other effects from moths while in storage and this led Mr. Read to install a small cold storage plant in the Security Storage Company's depository and insulate one section for the refrigeration and storage of furs, rugs, etc. It proved entirely successful and as it met a long felt need on the part of householders it met a favorable response from the public. The Lincoln Safe Deposit Company of New York installed a plant the following year and in subsequent years this branch of warehousing has had a phenomenal growth.

Unfortunately the warehousemen have participated in this development to only a very limited degree, as there are today scarcely more than a dozen household goods warehouses operating cold storage departments. The furriers and department stores, quick to see the advantages of this method of caring for furs and garments, have run away with this branch of household goods warehousing and today there are literally hundreds of cold storage sections operated as an integral part of department stores and furriers' establishments, and there is scarcely a large city in the country—at least in the North—without such a plant connected with some retail merchandise store.

While no statistics are available, it is probably that these stores collect a revenue from their cold storage departments not far short of the revenue from storage of the

household goods warehousemen of the country. There are a number of such departments whose revenue exceeds \$100,000 per year.

Cold storage provides the only absolutely safe and dependable storage for goods subject to injury by moth, buffalo beetles and kindred pests and is particularly adapted to the safe keeping of trunks of clothing and other goods in cases which cannot be protected in warehouses by the use of insecticides, as the fumes do not penetrate to the contents of these closed packages. Moreover this method of storage has the advantage of preserving and prolonging the life of both furs and fabrics. In the case of furs the drying up of the animal oils in the pelts is retarded by cold storage. Fading of colors and weakening of the strength of fabrics also proceeds much less rapidly in cold temperatures. At the same time, in spite of all that was alleged in earlier years by envious furriers and others, there has not developed the slightest injurious effect to any of the articles as the result of cold storage, no matter how long the period of storage.

From the point of view of the household goods warehousemen a cold storage department provides a feature of storage which will attract customers year by year not dependent upon the breaking up of a household establishment, which usually happens few times in the average family. The disadvantage is that the business is highly seasonal, adding considerably to the labor of spring and fall, and there has as yet been found no product which can be secured to fill the vacant space in the cold storage department during the winter months.

IT is difficult to offer any suggestions about planning a cold storage department that will be of practical value, for the reason that if the department is to be added to an existing warehouse it will be necessary to use the layout that is in existence, and if in an entirely new project the business at the beginning will seldom warrant laying it out on a scale that would show the best results from an operating standpoint. In fact, one of the inherent difficulties in planning household goods depositories for the utmost economy of space lies in their slow and gradual growth. Depositories are built little by little as the growth of the business warrants, and, while

this results in finding that there is some lost space when the little 500-vanload warehouse has grown to one holding several thousand loads or to several small warehouses in other locations, yet if the large warehouse were built at one time there would be much loss of interest on capital while the slow years gradually filled up the empty spaces.

While articles placed in cold storage will be protected from moth damage whether or not they are cleaned before storage, and regardless of whether or not moths or moth eggs are in them, it is nevertheless desirable to have all articles cleaned before storing.

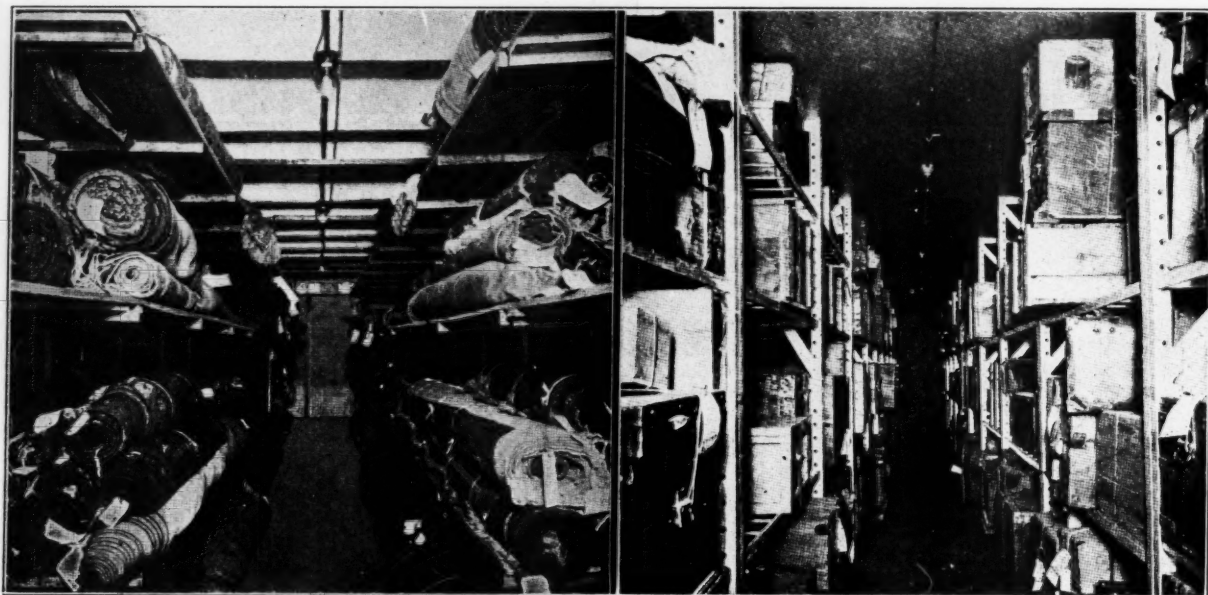
Particles of dust resting in furs or fabrics will disintegrate in time and in turn cause disintegration in the fabrics.

Consequently it is the custom to clean all garments, rugs, curtains, etc., before storing, though this is limited to the removal of dust and not to what is known as "dry cleaning."

Therefore the cold storage department needs to be equipped with machinery for beating and cleaning furs and garments as well as rugs, though it is possible to have the rug-cleaning done under contract by an outside agency. It is also necessary to maintain a force of experienced men to handle the articles and it is desirable that the man in charge at least should have a knowledge of furs. Some establishments keep expert furriers and attend to repairs and remodeling.

Probably 90 per cent of the deposits

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*View in a cold storage room for rugs and carpets in a modern fireproof household goods depository. Rugs and all other articles subject to attack by fabric pests are absolutely protected while in cold storage. Right, interior of silver vaults—illustrating text beginning on page 42*

come into the cold storage department during the months of May and June and go out during October and November, so that there is a very large problem of seasonal labor involved in the operation of a cold storage department. The merchants have an advantage in that they can use the cold storage clerks in selling during the winter months.

The fact that the deposits are concentrated in such a short period, the great number of articles received, their small size and relatively high value, the number of times they must be handled during the process of cartage, cleaning and storing, make it highly important that an exact system and careful men be employed.

For the best utilization of space and for economy of insulation and operation a cold storage department should be in one large space running through two or three stories, divided by iron grating floors into sections of about 7 feet high. Ample space outside, but adjacent, should be provided for the handling and examination of the deposits stored and for the cleaning of furs and garments and perhaps of rugs. This will require room enough in which to spread out large rugs for examination.

Two systems of refrigerating are in use, known as the direct and the indirect.

In the direct system the rooms to be refrigerated have the brine pipes in the room and from these the air is chilled.

In the indirect system the brine pipes are congregated in a small chamber or bunker room and air is forced over and past these and then into the storage rooms, returning again to the bunker room to be re-chilled and so on. The brine is, of course, cooled to the required degree by the expansion and con-

traction of anhydrous ammonia ( $\text{NH}_3$ ).

There are advocates of each system, but with few exceptions all the recent cold storage installations in household goods depositories and retail stores have been of the indirect system.

A well-known firm of refrigerating engineers in Philadelphia offers the following comments on the layout and design of refrigerating equipment for fur storage:

"The fur storage vault and the air chamber in which the air is cooled must naturally be properly insulated and the most satisfactory insulation sold today is sheet corkboard. Almost invariably the air-cooling chamber can be built directly against one end of the fur storage vault. This naturally eliminates first cost of the insulation work, as there is less insulation material and labor for erecting same required.

#### **Indirect System Favored**

"We do not recommend the use of ammonia in the coils in the air-cooling chamber, but rather what is known as the indirect system of refrigeration in which a solution of calcium chloride brine is cooled in a brine tank and in which tank direct expansion ammonia pipe coils are submerged in the brine. The brine is then taken from this tank as circulated by means of a pump through the coils in the air-cooling chamber and returned to the brine tank. We advise against the use of direct expansion ammonia coils in the air-cooling chamber, in view of the fact that, should there be or develop a leak in these coils, the ammonia thus escaping into the air will attack the dye of the furs in storage.

"The air cooled in the air chamber is circulated by means of a fan and duct system. The air ducts are invariably

placed in the fur storage vault close to the ceiling, the feed ducts at one side of the room, and the return ducts at the other side. The air is taken from the air-cooling chamber to the suction side of the air-circulating fan and discharged by the fan to the feed ducts in the fur storage vault. The air then circulates through the room to the return ducts and returns to the air-cooling chamber, passing over the air-cooling coils, which, of course, are properly baffled so as to obtain the proper air velocity.

"In most plants the refrigerating machinery equipment consists of an ammonia compressor, which in most cases is driven by an electric motor, ammonia condenser, receiver and trap, brine-cooling tank in which direct expansion pipe coils are submerged, or a brine cooler is used, brine circulating pump and motor, air-cooling coils for air chamber, air-circulating fan with motor and ducts. Also all the necessary pipe connections.

"In some cases it is desirable to have the plant under automatic control, in which event the ammonia compressor is controlled by the temperature of the brine in the brine-cooling tank, operating so that when the brine is lowered to a predetermined pressure the ammonia compressor stops, and when the brine again rises to another certain predetermined temperature the ammonia compressor is again started, thereby again performing its function of cooling the brine.

"The operation of the brine pump is controlled by the temperature in the fur storage vault and operating so that when the temperature in the fur storage vault is lowered to a certain predetermined pressure the brine-circulating pump is stopped, and when the temperature of the fur storage vault again rises

**NOT NEGOTIABLE**

STREET

19

This is to certify that the articles enumerated below and valued at

have been deposited with the STORAGE COMPANY, for safe keeping for the account of \_\_\_\_\_

for which the sum of \_\_\_\_\_ dollars is to be paid to this Company.

for which the sum of \_\_\_\_\_ dollars is to be paid to this Company.  
In Consideration Whereof the said deposit is to be safely kept by this Company for the period of six months and on the expiration thereof, or sooner, if demanded by the said depositor, it shall

be returned to \_\_\_\_\_ in good order upon the surrender of this certificate, and the identification of depositor, if required. In case of loss of, or damage to, articles deposited, the option is reserved to the Company of either paying for such loss or damaged articles at the valuation stated hereon or replacing them in kind or amount.

Should the whole or any part of this Deposit be withdrawn before the expiration of said period, no portion of the charge shall be returned; and if continued longer it shall be deemed a renewal of the Deposit on the same terms, for which a proportionate rate shall be chargeable.

THIS CERTIFICATE SHOULD BE RETURNED BEFORE  
DELIVERY OF GOODS

THIS RECEIPT SHOULD BE RETURNED BEFORE DELIVERY OF GOODS

PRESIDENT

## SCHEDULE

NO

IF NOT CORRECT PLEASE REPORT IMMEDIATELY

VALUE

Deliver to

or order the articles herein mentioned.

**SIGN** 

Received from the

## Storage Company

the within mentioned articles in good order.

## SCHEDULE (Continued)

36

VALUE

**METAL TAGS NOS.**

to another predetermined temperature, the brine pump is again started, which starts circulation of the brine in the air-cooling coils in the air chamber, thereby again causing these coils to function in cooling the air.

"It is sometimes so arranged that the air fan or blower is also stopped and started, causing variation of temperature in the fur storage.

"So far as the cost of operation is concerned, this cost will vary greatly in different localities, due to the difference in charges for electric current and water in the different localities."

Insulation of the cold storage vault is of great importance, for upon it depends in large degree the cost of operation of the refrigerating plant. Cork is the insulating material most generally used, and for the following information concerning different types of insulation and

the cost we are indebted to the insulating contractor in Philadelphia and Baltimore, who has perhaps the greatest experience in this matter. The prices they state might vary somewhat one way or the other owing to local conditions:

"Two layers of 2-inch nonpareil cork-board erected against walls and ceiling, first course in Portland cement and second course in asphalt, the whole finished with approximately ½-inch Portland cement mortar, float finish, 50 cents per square foot.

"For one layer of 3-inch and one layer of 2-inch erected on walls and ceilings and finished in the same manner as described above, 72 cents per square foot.

“For two layers of 2-inch nonpareil corkboard laid on a concrete floor and flooded with hot asphalt, finished with a 3-inch concrete and 1-inch cement top-



ping wearing floor, 68 cents per square foot.

"For one course 3-inch and one course 2-inch corkboard laid on concrete floor and finished with a 3-inch concrete and 1-inch cement topping, wearing floor, 81 cents per square foot.

"Unless the walls are badly exposed, the usual practice for the insulation for fur vaults is to use two layers of 2-inch corkboard, although in some cases we have used 5 inches of corkboard where certain walls were exposed to abnormal conditions.

"We would venture to say that pure corkboard is being used in 90 per cent of the modern cold storage plants throughout the country, as this material meets the requirements of a first class installation."

#### Operating Methods

THE operating methods in a cold storage department are somewhat dissimilar to other departments. The business is seasonal and the custom has grown up of making season rather than monthly rates. The rates are predicated to a certain extent on the declared value, and it is an almost universal requirement to insist on a declaration of value and show the value of each article on the receipt.

The fact that the retail merchants are so generally engaged in this business and that they universally operate free delivery service makes it difficult for the warehouseman to make a charge for cartage, and to a considerable extent the storage rates include cartage and all service connected with the handling and storage, including cleaning. While this simplifies bookkeeping, it makes the working out of a fair rate for all classes of commodities stored no easy matter.

Cartage in and out from a suburb on an inexpensive coat for which \$2 is charged for a season may cost a large part of the total revenue, whereas cartage on a \$2,000 coat stored for a year will be but 3 or 4 per cent of the storage charge.

When cold storage was first developed by warehousemen the charges were entirely based on space occupied, as in other departments, and no consideration was given to value; but year by year value has played a more and more important part in the charge, until now it is the principal factor. This has not only produced a larger revenue for the warehouseman, but has been more satisfactory, it is believed, to the customer and has undoubtedly reduced discussion and dissatisfaction in settlement of claims for loss or damage.

The schedule of charges, both among warehousemen and stores is approximately as follows:

Furs and garments, 3 per cent of value up to \$200 or \$300 and 1 per cent to 2 per cent of value above \$200. Minimum charge, \$2 to \$4 per garment or fur set.

Rugs, 4 cents per square foot, valued at \$1 per square foot, and 1 per cent for excess value, including cleaning, or 60 cents per cubic foot without cleaning.

Trunks, valued at \$50 to \$100 and not over 10 or 12 cubic feet in size, \$6 per

season or \$1 per month; excess value, 1 per cent.

Curtains, valued at \$50 a pair, \$3 and up; excess value, 1 per cent.

Baled and cased goods, furniture, etc., 60 cents per cubic foot, valued at \$10 per cubic foot; excess value, 1 per cent.

Season ranges from six to nine months and *pro rata* is charged for overtime.

One of the warehousemen operating a cold storage department offers the figures hereafter given covering the cost of handling and storing rugs:

	Cleaned		Not cleaned	
	Cu. ft.	Sq. ft.	Cu. ft.	Sq. ft.
Handling .....	.112	.004	.064	.003
Cartage .....	.153	.004	.122	.005
Cleaning .....	.338	.011		
Cold storing .....	.454	.012	.454	.012
Total .....	1.057	.032	.64	.023

Estimate made on the supposition that 38.1 square feet = 1 cubic foot.

Warehousemen operating cold storage departments have found a demand for the rental of private rooms by furriers and department stores (and to some extent private individuals) in which to store their own and customers' furs. These are rented on a landlord and tenant basis, the renter having his own lock and key and the warehouseman having in some cases a master key so that both keys are required to open the rooms. No note is taken of what is placed in these rooms and no responsibility assumed except for the maintenance of temperatures. (A form of lease for cold storage rooms will be found on page 42.)

Theoretically, at least, no responsibility is assumed, and thus far no Court action has held a warehouseman liable for loss or alleged loss of contents, but it is not altogether certain that there is no liability for loss by theft or otherwise if negligence on the part of the warehouseman is proved (to the mind of the jury), so that a prudent warehouseman will take into account, in fixing his charge for room rental, this uncertain element.

Whatever his legal liability may be, he should also bear in mind that the diligence and care to be exercised in a cold storage department, where the articles stored are known to be very valuable and easily negotiable, should be much greater than that exercised in those departments where bulkier and less valuable articles are stored.

#### Vault Space Costs

Concerning the cost of space in a cold storage vault, the only figures available are those compiled by an eastern depository that operates one of the largest cold storage departments:

	Per cu. ft.
Interest at 6 per cent on decreasing investment, 3.15 per cent.....	.0260
Depreciation and obsolescence, 10 per cent .....	.0825
Insurance .....	.0168
Electricity .....	.0168
Engine room expense.....	.0298
	.1719
Cost of space before refrigeration (AWA Central Bureau Report).....	.1540
Add for loss of space by insulation 16 per cent .....	.0250
	.3509

For a small cold storage department the manufacturers provide an automatic refrigerating machine which requires no

engineer. They have been in use only for a few years by warehousemen, but seem to have given very satisfactory service.

For a plant of fair size one engineer at least is required. Inasmuch as a constant temperature is not required, it is not necessary to operate continuously. From six to twelve hours a day, depending on temperature outside, is sufficient.

The Bureau of Entomology of the U. S. Department of Agriculture has made lengthy studies of the effect of cold on clothes moths and other insects, and from the report of this bureau, Farmers' Bulletin No. 1353, "Clothes Moths and Their Control," the following is quoted:

#### "Eliminates All Errors"

"Cold Storage—The best method of protecting against injury by fabric pests of all kinds is cold storage. It is the best method because it eliminates all error on the part of the owner. Once in cold storage no injury can take place. Cold storage (see illustration on page 38) is depended upon for absolute protection by dealers in carpets, furs and other valuable articles such as stuffed animal heads, blankets, carriage robes, curtains and upholstered furniture. Cold-storage facilities have increased with public demand until today no city or large town is without storage equipment. A tour during the summer months through the cold storage rooms of large department stores and storage concerns with their wealth of furs and woollens cannot but impress one with the well-grounded faith of the public in this means of protection.

"Articles will be protected from injury in storage at temperatures ranging from 40 degrees to 42 degrees F. A number of years ago a manager of a large storage warehouse company in Washington, D. C., conducted certain experiments at the instance of the Chief of the Bureau of Entomology, with the result that it was found that larvae of the webbing clothes moth and of the black carpet beetle can withstand for a long time a temperature of 18 degrees F. It has been discovered that it is not so much the cold that kills. It is the sudden change from a cold to a warmer temperature and back to a cold temperature that most quickly results fatally. Thus it was learned that if articles infested with clothes moths were refrigerated at 18 degrees F. for several days, then suddenly exposed for a short time to 50 degrees F., and then returned to 18 degrees F., and finally held permanently at about 40 degrees F., all moth life in them would be killed.

"If storage concerns aim at the destruction of clothes moths in articles entrusted to them, as well as the protection from injury of these articles during the period of storage, it is recommended that articles be exposed to two or three changes of temperature as noted above before they are placed permanently at 40 degrees to 42 degrees F. The maintenance of a temperature lower than 40 degrees to 42 degrees F. is needless and a wasteful expense.

"If the storage company merely guarantees to protect articles during the period of storage, it is quite sufficient to maintain them at a temperature of about 40 degrees to 42 degrees F. Companies should advise patrons that clothes moth larvae can withstand prolonged storage at temperatures ranging from 24 degrees to 45 degrees F. for longer periods than that for which the majority of articles are refrigerated. Thus well-grown larvae of the webbing clothes moth in fur and wool were held in commercial cold storage at a temperature said to fluctuate between 24 degrees and 48 deg. F., but held mostly at about 40 deg. F., and were found by the writer to be alive after storage for six, eight, ten, eleven and twelve months.

"Larvae in fur helmets placed in storage during February, removed the following December, and held in a steam-heated building, transformed in considerable numbers into active adults by the middle of January. These adults showed no effects of the refrigeration of the larvae from which they had developed, but laid many eggs that hatched normally. Refrigeration for six months had no noticeable effect upon the larvae, except to hold them inactive and incapable of causing injury. While larvae refrigerated from ten to twelve months matured, as above stated, into moths, a large percentage, though active, soon after removal from storage, died after being subjected to warmer temperature.

#### An Official Opinion

"These facts are important, for they explain why patrons have at times found living, active and robust larvae in articles several days after removal from four to five months in cold storage. If a fairly even temperature has been maintained, such a discovery is to be expected. If articles are cleaned thoroughly before being placed in storage of any sort, as they always should be, the likelihood that they will contain well-grown larvae is very slight."

In a paper presented before the American Council of Refrigeration, prepared by E. A. Back and R. T. Cotton of the Bureau of Entomology, United States Department of Agriculture, it was said:

"Cold storage can be depended upon for absolute protection by dealers in furs, carpets and other valuable articles such as stuffed animal heads, blankets, carriage robes, curtains, upholstered furniture, etc. This is true because clothes moth larvae or worms cannot feed at temperatures below 45 deg. F. A temperature range lower than one of 40 deg. to 42 deg. or 45 deg. F. is unnecessary.

"If cold storage will protect and has the sanction of the U. S. Department of Agriculture, why is it that warehousing concerns often have complaints lodged against them by patrons who state that living moth larvae are found by them in articles several days after removal from cold storage? The presence of living larvae in such articles can be explained in two ways:

"First, larvae may have crawled to the articles after they were removed from storage from other infested material in

(Not Negotiable)

#### BLANK STORAGE COMPANY (Address)

This is to Certify that there has been deposited for safe keeping with the BLANK STORAGE COMPANY of the City of Citytown, ..... for the account of ..... valued at ..... Dollars, for which the sum of ..... Dollars is to be paid to this Company.

In consideration whereof, The said deposit is to be safely kept by the Company for the period of one month and on the expiration thereof, or sooner, if demanded by the said Depositor, it shall be returned to ..... in good order upon the surrender of this Certificate, and the identification of Depositor if required. In case of loss of Deposit, the option is reserved to the Company of either paying for it at the above valuation, or replacing it in kind and amount.

This Certificate is not transferable. If the whole or any part of this Deposit shall be withdrawn before the expiration of said period, no portion of the charge shall be returned, and if continued longer, it shall be deemed a renewal of the Deposit on same terms, for which a rate of ..... Dollars per month shall be charged. No. ...., SEAL NO. ....

President.

This certificate should be presented on the withdrawal of the Deposit or of any portion thereof.

**Safe Deposit Company**  
60 TO 72 EAST 42<sup>ND</sup> STREET - 45 TO 55 EAST 41<sup>ST</sup> STREET  
New York, N.Y.

No. ....

Received of  
P.C. Address  
for storage in the Silver Vaults of said Company at the above address  
deliverable to the depositor on demand.

declared by the depositor to contain ..... and to be of the value of \$ ..... on which valuation the depositor  
agrees to pay a storage charge of \$ ..... per month in addition to  
any express charges and advances \$ .....

**NOT NEGOTIABLE**

IN THE EVENT THAT NO VALUATION IS DECLARED THE LIABILITY OF THIS COMPANY FOR EACH PACKAGE AND THE CONTENTS THEREOF IS LIMITED TO ONE HUNDRED DOLLARS, the rate herein fixed being the rate charged on such valuation.

The safety of this Deposit is guaranteed against fire, burglary and theft to the extent of the value declared or other valuation herein limited and in no event shall this Company be liable for any greater sum than above declared unless such greater sum be endorsed hereon and the additional charge therefor paid.  
Three months storage will be charged for any fraction of the first three months.  
After the third month proportionate parts of a month will be charged.  
This Receipt is not transferable except by assignment endorsed hereon and approved by the Company.

Superintendent.

A household goods warehouse vault storage receipt—illustrating text beginning on page 42

the home, but this possibility is rather remote if living worms are detected within several days; second, that while cold storage temperatures were sufficient to protect, they were not sufficient to kill.

"Cold storage concerns should determine in advance as a matter of policy whether they offer a service of protection against damage for the period of storage, or whether in addition to this they are to guarantee the articles refrigerated to be free from living moths at the time they leave storage.

"There is very little exact data on the effect of cold temperatures upon the different stages of clothes moths. Some years ago Dr. A. M. Read, manager of a large storage warehouse company in Washington, D. C., conducted experiments in cooperation with Dr. L. O. Howard, Chief of the Bureau of Entomology, which indicated that larvae of the webbing clothes moth can survive for a long time a temperature of 18 deg. F. No explanation was given of what a "long time" meant in actual days. It was found, as has been discovered in the case of other insects, that it isn't always the cold alone that kills, but the sudden

fluctuations from a cold to a warmer temperature and back to a cold temperature. These experiments, referred to above, resulted in the present recommendation of the Department that to kill clothes moths in storage the infested articles should be refrigerated at 18 deg. F. for several days, then suddenly exposed for a short time to 50 deg. F., and then returned to 18 deg. F., and finally held permanently at about 40 deg. to 45 deg. F.

"If a concern merely guarantees to protect articles during the period of storage, it is sufficient to maintain a temperature of about 40 deg. to 45 deg. F. At this range the eggs of the moth, which are apt to be on the article at time of storage, will be killed if the period of storage is prolonged over six weeks. Experiments have showed that at 20 deg. to 25 deg. F. and at 25 deg. to 30 deg. F., clothes moth eggs are all killed in about three weeks; at 30 deg. to 35 deg. F., in 28 days, and at 35 deg. to 40 deg. F., in about one month. But the older, well-grown larvae are very resistant. While these well-grown larvae were killed in 67 days when subjected

to an even temperature of 20 deg. to 25 deg. F., and in 93 days at 25 deg. to 30 deg. F., others held at temperatures ranging from 30 deg. to 35 deg. F. and 35 deg. to 40 deg. F. are still alive after over four months.

"The ability of well-grown larvae to withstand long periods of refrigeration at moderate temperatures was demonstrated recently in a Washington plant whose rooms were said to have had a temperature range of 24 deg. to 48 deg. F., but with the temperature mostly at about 40 deg. F. Larvae were removed

after storage at the end of six, eight, ten, twelve and fourteen months. Storage at six to eight months had no appreciable effect upon larval mortality. After ten to twelve months' storage many larvae died soon after removal, and only a few survived fourteen months' storage. Yet these few were thoroughly normal, and upon being placed in a sufficiently warm temperature for feeding, resumed activity and transformed to pupae and adults as though their life had not been prolonged by an enforced fourteen-month hibernating period.

"These facts are important, for they explain why patrons have at times found living robust larvae in articles several days after removal from four to five months in cold storage. If a fairly even temperature around 40 deg. F. has been maintained, such a discovery is to be expected and is no reflection upon the storage firm. Experiments under way will determine definitely the effect of various temperature ranges upon not only the eggs and the well-grown larvae, but upon the larvae of different ages."

#### AGREEMENT

MADE.....by and between SECURITY STORAGE COMPANY,  
of Washington, D. C., Lessor, and.....  
of....., Lessee.

Witnesseth, That the Lessor does hereby lease and let unto Lessee,  
and Lessee does hereby hire and take room numbered ..... in the  
cold storage department of the building belonging to the Lessor at  
1140 Fifteenth Street, City of Washington, D. C., to be used as a  
receptacle for the storage of.....  
and for no other purpose for the term of.....beginning  
....., 19...., and ending.....  
19...., for the term rental of.....dollars,  
payable.....

The above letting is made upon the following terms and conditions,  
all and every one of which Lessee, in consideration of the premises  
and of the reduced rental named herein, hereby agrees to and accepts  
this lease upon, viz.:

(1) No person other than the Lessee, or approved Deputy named  
in the books of the Company, or legal representative (in case of  
death, insolvency, or other disability of the Lessee), shall have  
access to the room, excepting as hereafter expressly stipulated. The  
Lessee shall have access through Lessor's building to the room above  
mentioned at all reasonable times when the warehouse is open.  
(2) In the event of non-payment of the rental, as the same may

become due, it is expressly agreed that access to the said room may  
be refused to the Lessee until such arrears are paid in full. All  
property remaining in such room shall be subject to a lien for the  
amount of rent in arrears, and such lien of the Company may be  
enforced in the same manner as now provided by the law relating to  
warehouseman.

(3) The Lessee shall furnish his own lock to place upon the door  
of said room and shall retain the keys thereof.

(4) The Lessor shall not, under any circumstances, be or become  
responsible for the contents of said room, or for the condition of said  
contents, nor shall the Lessor be liable for injury to, or loss or de-  
struction of any goods that may be in said room at any time from  
any cause or source whatever.

(5) If the Lessee shall retain the room after the expiration of the  
period named, it shall be understood and agreed that this shall con-  
stitute a renewal of the lease on the same terms and conditions and  
for a like period.

There are no promises, covenants, representations or understand-  
ings between the parties hereto other than as expressed in this  
agreement.

WITNESS

SECURITY STORAGE COMPANY, Lessor.

WITNESS

By .....

..... Lessee.

By .....

## Chapter XV

### Vault

IN the earlier of the modern household  
goods depositories considerable at-  
tention was given to making provision  
for the storage of silverware and other  
valuables under guarantee in safe de-  
posit vaults.

Though all or nearly all of the hun-  
dreds of successors of these pioneers  
have installed silver vaults, it is prob-  
ably true that the storage of silverware  
has reached a considerable volume only  
in these earliest of the modern deposi-  
tories. It is not important in this place  
to attempt to account for this, but  
rather to explain the systems and meth-  
ods of handling this class of household  
goods storage as practised in those de-  
positories that have been most success-  
ful in developing this branch of the  
storage industry.

While the warehouse receipts or cer-  
tificates of deposit issued for silverware  
and other valuables in some instances  
carry limitations, broadly speaking, the  
deposits are guaranteed against loss to  
the extent of the valuation declared by  
the depositor, and the rates of storage  
are governed by the valuation as well as  
the bulk. The guarantee covers from  
the time of removal from the owner's  
residence until returned, when the trans-  
portation is in the hands of the deposi-  
tory.



**Storage Company**

---

**Furniture Warehousemen  
Packers and Forwarding Agents**

---

**VAULT  
DEPARTMENT**

**No.**

7-29-521

The deposits in the vault department  
consist principally of silverware, jewelry  
and linen in trunks, boxes or other con-  
tainers, and such containers are sealed  
when taken into the custody of the de-  
pository, whether this be at owner's  
house or at the depository. The seals  
used are tin seals, each one bearing an  
individual number with the name of the  
depository, which are guaranteed by the  
manufacturers to be without duplicates.  
The seal number is placed on the receipt  
given the customer, and if upon delivery  
the seal is unbroken it would indicate,  
and go far to prove, that the case had  
not been opened.

The deposits when brought to the  
warehouse are delivered at once to the  
vault custodian, placed in racks in the  
vault, and a record is generally kept of  
the person from whom the deposit is  
received and the warehouse employees  
engaged in handling it. Should access  
be had to the deposit, a record is made  
of this, as well as of the new seal num-  
ber.

The system is a very simple one and,  
given a strong and thoroughly safe-  
guarded vault, it is only necessary that  
the system is rigidly adhered to and  
that those intrusted with the handling  
of the deposits be of unquestioned in-  
tegrity.



The warehouse companies which handle the greatest volume of silver storage each have a history of more than a third of a century, and the values stored and insured run well into the millions annually, yet not one of them has had a loss of any consequence.

The vaults should be constructed of heavy masonry or concrete walls with an inner lining of steel, and entrance should be through a single door protected by heavy vault doors with combination or time locks. If combination locks are used, the combination should be entrusted only to the trusted officers. Night watchmen or electrical protection or both are generally used as necessary additional safeguards.

The rates charged vary considerably. The schedules of charges of two of the largest and oldest depositories are given:

#### VAULT STORAGE

Including cartage to and from residence within 2-miles radius.  
One case not exceeding \$500 in value, nor 12

cubic feet in size, \$2 for the first month and \$1 per month thereafter.  
For each \$250 or fraction of additional valuation add 50c. for first month and 25c. for each month thereafter.  
Jewelry not exceeding \$2,000 in value nor 1 cubic foot in size (without cartage), \$1 per month. For additional \$1,000 value add 50c.  
Minimum charge—two months' rate.

One case not exceeding \$100 in value, nor 15 cubic feet in size, \$1 per month.  
Add 10c. per \$100 monthly on value in excess of \$100.  
Cartage and labor in, \$1. Cartage and labor out, \$1.  
Minimum charge—three months' rate.

#### Cash Storage

Some depositories provide safe deposit boxes also in the silver vaults, but unless the volume of business from the rental of the boxes is large enough to justify the expense of a regular vault attendant, it is questionable whether it is advisable for warehousemen to enter this field. The chance of loss is perhaps not great, but the extent of the possi-

ble loss is so great that household goods warehousemen should be extremely cautious. When a case of valuables is stored, its value, or at least the extent of the liability assumed, is known. With the rental of a \$5 safe deposit box, however, a contingent liability is assumed of unknown proportions, limited only by the amount of securities that may be placed in that box. (See illustration on page 38.)

The liability of the warehouseman with respect to goods stored in safe deposit vaults, such as silver and valuables, is unquestionably greater than for goods of less value. That is, a higher degree of care would be expected of the warehouseman with respect to such deposits than in the case of ordinary household furniture. The liability of the warehouseman may be restricted by contract to a specified sum.

(Next month: Chapter XVI—"Rates.")

## Systematic Records of Truck Costs Eliminate Waste in Delivery

(Concluded from page 36)

Several warehousemen have adopted the use of cushioned tires exclusively because they absorb vibration and thus reduce the wear on the truck. On the other hand, many warehousemen use the solid tires on a majority of their trucks because they find these stand up better and last longer. Comparing the three types of tires, we have the following advantages and disadvantages of each:

**Pneumatic Tires: Advantages:** (1) More speed than solid or cushioned. (2) Reduce vibration to a minimum, absorbing road shocks. (3) Lightness of pneumatics dispenses with heavy rims and steel bases required with solid and cushioned tires. (4) Ease with which pneumatic tires are changed. **Disadvantages:** (1) Liability to puncture or blow-out. (2) Cannot be used with heavier trucks.

**Solid Tires: Advantages:** (1) Last longest. (2) Cheaper. (3) Carry heavier loads. (4) Can't puncture or blow out. **Disadvantages:** (1) Do not absorb vibration and road shocks, making wear and tear on truck greater. (2) Changing of tires causes machine to be laid up, as taking off and putting on solid tires requires special equipment.

**Cushioned Tires:** Have same advantages and disadvantages as solid tires with these exceptions: (1) Cushioned tires are more resilient and therefore absorb vibrations and road shocks much better. (2) The life of cushioned tires is somewhat shorter than the solid.

Changing from pneumatics to solids is dangerous procedure, because the wheels, axles and springs built for pneumatics are too light for cushioned and solid tires. Vibration and road shocks will quickly wear down parts and overstrain the truck.

In order to determine which tire stands up best, it is well to keep a record of all tires.

This may be done very simply, one card being used for each truck. On it is the following important information: Name of the make, tire number, truck number, when put on, the cost, etc.

When a tire is purchased and fails to live up to the manufacturer's guarantee it is easy to prove from the tire record card that the tire has fallen short of its guaranteed mileage. Other advantages of the tire record card are that it enables the owner to know when adjustments must be made and, finally, he can tell just how much his tires cost per mile.

**M**ANY rules have been given recently to aid in the saving of rubber, especially automobile tires. A new list has recently been compiled by A. H. Hoffman, of agricultural engineering division of the University of California, as follows:

1. Don't give tires unnecessary sunlight; they enjoy the dark.
2. Don't make emergency stops a habit; every slide takes a layer of rubber.
3. Don't see how quickly you can start; spinning wheels are out of fashion.
4. Don't "step on it" just because it's raining; speed plus sharp stones multiplied by water equals bill for new tires.
5. Don't round that curve on two wheels; even if your neck isn't valuable, rubber is.
6. Don't run with wheels out of line; the price of new castings is up.
7. Don't rim-cut that "down" tire by running it to a "free air" station; someone might suspect you were too lazy to use the hand pump.

8. Don't run over all the ash piles, broken bottles, nail boards, and other rubbish you can find; even a harmless appearing paper bag may have a brick in it.

9. Don't park in that puddle of oil; oil eats rubber.

10. Don't use the curb as a brake; it may break a casing.

11. Don't stop on an old bonfire; it may still have some "kick" in it.

12. Don't destroy that old casing; for some uses the rubber in it is just as good as new.

#### Independent Absorbs Driggs

The business of the Silas W. Driggs Warehouse Co., one of the oldest merchandise storage firms in New York City, has been bought by the Independent Stores, Inc., it is announced by E. H. Maxwell, vice-president of the purchasing company. The Driggs warehouse will be operated as the Independent-Driggs plant of the Independent.

Established in 1846, the Driggs company, a member of the American Warehousemen's Association, operated a plant with 110,000 square feet of floor space.

#### Townsend with Depenthal Firm

Announcement is made by E. H. Depenthal, proprietor of the Depenthal Truck & Storage Co., Toledo, Ohio, that Harry H. Townsend is now the firm's operating executive and office manager. He succeeds Thomas A. Smith, who is no longer connected with the company.

Mr. Townsend was formerly with the Mounce Co., Ltd., Toronto, Canada, and has had many years of experience in the storage and cartage business.

*"Are you intellectual?"***TWO BITS***"Yes, I read  
Two Bits."*

Vol. VII. No. 7

*A Bit Here, A Bit There*

Gotham, January, 1927

## Moths of U. S. and Canada Organize a National Trade Association

*This Devastating News Was Received at Biloxi Convention of  
the N. F. W. A. in January—Read How New Protective  
Body Contemplates Retaliative Measures Against  
H. H. G. Storagers*

*(Special by advance wireless to "Two Bits")*

**B**ILOXI, Miss., Jan. 21, 1927.—Another of those conventions—the 7th semi-annual 1 of the Nat'l Furniture Warehousemen's Assoc'n—adjourned here today on a/c Schuyl Blackburn, the Kansas City storager who is the organiz'n's prexy, busted his gavel rapping for order & the exhausted delegates grabbed the 1st trains home, or else for New Orleans to get a S.S. for Havana, Canal Zone, Costa Rica & Honduras, before Prexy Blackburn could send out for a new gavel.

Joe Meyers, the Chicago storager, thought the boys were a mite tired after the excitement hereabouts so he is going to escort some of them via sea to Honduras, where Joe calculates to stage a special revolution so the delegates can rest up a bit. No storagers' heads but a few of their golfing sticks was busted, along with Prexy Blackburn's gavel, during the Biloxi convention proceedings these past few days. A bill for Ye Correspondent's smashed golfing utensils is on our expense a/c.

Quite considerable business activity was observable, some of the delegates remaining away from the golfing greens long enough to talk about moth prevention and other momentous topics. The N. F. W. A. directors opened the convention with an evening session on the 16th & several storagers' applications for membership were rejected on a/c they can't play golf. It being Sunday, the Edgewater Gulf Hotel orchestra jazzed some hymns which was greatly enjoyed by those of the directors who stayed awake.

On the 17th the delegates held a business meeting attended by all storagers who did not go golfing.

On the 18th the delegates held a business session attended by all storagers who did not go golfing. In the evening there was a masquerade ball at which Ye Correspondent won first prize in the funniest costume contest. We went disguised as a gentleman & the cost of having our tux pressed the next day is on our expense a/c.

On the 19th the delegates held a business meeting attended by all storagers who were not out on the golfing greens practicing up for the afternoon tournament. The latter was lost by a large score by Ye Correspondent, altho we was ranked 1st for returning with the largest no. of disappeared golfing balls. It fact it was the easiest pickings we have encountered in all the N. F. W. A. tournaments we have participated in. Two of the disputing caddies are in the hospital at this writing. In the afternoon the ladies trumped one anothers' aces in a bridge confab during which many an N. F. W. A. delegate lost his reputation. At 5 P.M. some of the storagers went down to the dock to see Joe Meyers, the Chicago storager, do fancy diving, & they was pleased to note that Joe has lessened his figure somewhat since the Bigwin convention several yrs back.

On the 20th the delegates held a business meeting attended by all storagers who did not go golfing. A banquet is reported to have been held in the evening but that is the time Ye Correspondent was out on the golfing greens getting the two caddies ready for the hospital on a/c they disputed our possession of some golfing balls which we had waded out into the Gulf of Mexico after.

This morning the delegates started to hold a business meeting attended by all storagers who did not go golfing but Prexy Blackburn busted his gavel rapping for order and the convention adjourned before he could send out for a new 1.

The major highlight of discussion by the delegates who attended the business sessions was a devastating rumor that the moths of the nation have organized a trade body of their own—the National Association for the Protection of Moths in Storage. Private advices were received here that the N. A. P. M. S. contemplates to hold a convention soon to consider what steps to take to prevent the members of the N. F. W. A. from treating moths cruelly. Statistics

## BOOKS AND PAMPHLETS OF INTEREST TO WAREHOUSEMEN

*These Can Be Supplied, at the Prices Indicated, by*

**DISTRIBUTION AND WAREHOUSING**  
249 West 39th Street  
New York City

**Cold-Storage Holdings . . . . . \$0.10**

Year ended December, 1925, with comparable data for earlier years. U. S. Department of Agriculture Statistical Bulletin No. 13.

Prepared by the Bureau of Agricultural Economics

**Household Goods Warehousing in the United States . . . . . 6.00**

Selection of site, building design and construction, accounting, stowing, insect control, estimating, cartage, packing, rates, insurance, etc.

By Clarence A. Aspinwall

**"I'll Never Move Again" . . . . . 2.00**

Humorous experiences of a man who has moved fifty-two times.

By Fitzhugh Green

**Merchandise and Cold Storage Warehouse Map of New York City . . . . . 1.00**

This map, nearly 30 by 30 inches in size, prepared by the industrial bureau of the Merchants' Association of New York, after a year's survey of the port's storage industry, shows the relation of warehouses to railroads, steamship lines, produce markets, etc.

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The industry's annual reference volume, containing statistics and data regarding warehouse companies throughout the United States and Canada.

The 1927 edition will appear as part of the January issue of *Distribution and Warehousing*. Single copies, each . . . . . 1.00

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Regulations, as prescribed by Department of Agriculture, for warehousemen storing canned foods.

**Warehousing . . . . . 10.00**

Trade customs and practices; financial and legal aspects.

By H. A. Haring

This book, with 1 year's subscription (including the Warehouse Directory) to *Distribution and Warehousing* . . . . . 11.00

**Warehouse Forms . . . . . 0.10**

Simplified Practice Recommendations No. 34 of the U. S. Department of Commerce. Describing and illustrating the standard warehouse documents approved by the Government.

**Warehousing General Merchandise—An Encyclopedia**

Prepared by the American Warehousemen's Association.

Regular Edition to A.W.A. members: Vol. I, \$10; Vol. II, \$5. Both . . . . . 12.50

Regular Edition to non-members: Vol. I, \$15; Vol. II, \$7.50. Both . . . . . 20.00

De Luxe Edition (limp leather binding, India paper) to A.W.A. members: Vol. I, \$15; Vol. II, \$7.50. Both . . . . . 20.00

De Luxe Edition to non-members: Vol. I, \$20; Vol. II, \$10. Both . . . . . 25.00

will be presented showing the no. of moths frozen to death or gassed or poisoned each yr in h.h.g. depositories & it is reported that the N. A. P. M. S. will try to work up some retaliatory measures vs. storagers. Ye Correspondent plans to attend the moths' convention & publish an intelligent report of it in an early issue of *Two Bits*, so renew your subscription now if it has run out.

Storagers should not take lightly this new national trade assoc'n formed by the moths of the U. S. and Canada, our information is. In fact the moths are particularly pretty sore vs. Walter Sweeting, the Philadelphia storager. It will be recalled that at last yr's Macinac Isl. convention of the N. F. W. A. Walter brought along a load of canes & a load of soap which he distributed to the delegates. Storagers recognize that Walter was merely doing some advt'g for his h.h.g. co. & that the canes & the soap were souvenirs.

But our information is that the National Association for the Protection of Moths in Storage believes that Walter knew about that trade body having been organized & that

he anticipated a moth attack at Mackinac & that he brought the canes along so the N. F. W. A. delegates would be armed at all times, & that he brought the soap along so that, should an attack be threatened, the storagers could grease the Mackinac wharf & the roads leading to the Grand Hotel so that the moths could not get up the hill if they tried to walk up instead of fly. Be that as it may, or whatever Walter's motive was, the moth assoc'n's exec. committee is mentally disquieted about it, especially as Walter is a v-p of the N. F. W. A., a fact which is considered a direct challenge from the N. F. W. A. to the N. A. P. M. S. to do its darndest.

Well, anyhow the subject was discussed at the Biloxi meeting here but Ye Correspondent was out golfing at the time or otherwise we would tell you more about it. But we plan to report the N. A. P. M. S. convention thoroughly if we have to disguise ourself as a tux suit in order to get in, so you should watch *Two Bits* carefully for our warnings as to what the moths contemplate.



## No. 12

Success

## Ernest D. Balcom

## Let's Take the Old Family A

*"Warehousing Keeps His Mind and Body Busier and Busier"*

**R**ANCH hand, mining engineer, irrigation expert, realtor. He'd gone through the ropes and, tired of the rough life of the open, decided to settle down in a nice, quiet trade. Something docile in nature. So he thought warehousing was ideal.

Ernest D. Balcom is just past fifty, but he hardly looks it. His parents died when he was a child. Then his uncle, an Episcopal minister of Halifax, N. S., reared him. At fourteen he ran off to a ranch in Nebraska. Just simply packed up and left. Now for a life in the open!

Ernest tired soon of the cowlets and bull-ets. Off to Silver City, N. M., then. He learned the mining game from all angles. A born leader, they made him foreman. His restless spirit led him to Reswell, N. M., where a big irrigation project was on—the biggest in the country at the time, in fact. He worked for J. J. Hagerman, whose son, by the way, later became Governor of New Mexico. Young Balcom helped build the Northern Canal System, also known as the Hagerman Irrigation Canal. It still stands, a monument to a science then little known in the Far West, but now is owned by a farmers' association.

This irrigation game was going great then, and young Balcom decided on new fields. His restless spirit led him to the Toyah Valley of Texas. A group of Mexicans had an old, antiquated irrigation system. Balcom took hold, renovated it, refurbished it, and soon was the King Pin of the Valley in irrigation. That was in 1907. He acquired land and built up a system of paying farms.

Along about the time that Uncle Sam was deciding upon getting into the World War, Mr. Balcom joined the army. They made him a first lieutenant in the Quartermaster Corps. Then came demobilization, just at the time when his regiment would have gone to France.

The war was over. Balcom had roughed it sufficiently and he began to long for something new and quieter. So he moved his family to Dallas. He hadn't the slightest conception of what a warehouse was, except that he vaguely knew that one stored goods there. So he called into conference his friend of years' standing, R. M. Waskom. Waskom's history is something akin to Balcom's, but that's another story. Suffice to say that Waskom was about to buy an onion farm in south Texas when he got word from Ernest to come to Dallas.

The friends met in the City of the Hour—and the rest is warehousing history. In April, 1919, they purchased the interest of Harry L. Seay and Louis Horner in the Dallas Transfer Co., then a firm of almost forty years' standing. Balcom became president and Waskom secretary-treasurer—positions they both occupy now in the newer and greater Dallas Transfer & Terminal Warehouse Co.

Balcom took to distribution like the proverbial duck to water. Successive honors were heaped on him by the industry. He is a past director of the American Chain of Warehouses and a member of the American Warehousemen's Association and the National Furniture Warehousemen's Association. He has served as president of the Dallas Warehouse & Transfer Men's Association and vice-president of the Texas Transfer & Warehousemen's Association.

Mr. Balcom had been a warehouseman only a few years when he dreamed of a newer and greater plant. The expansion he had planned on, by tearing down the old structure and erecting a new one on its site, was nipped in the bud suddenly. It came about in this wise:

A builder and architect conceived a magnificent four-unit structure, office building and terminal property, that later was to bear the name of the Santa Fe Building. It was a \$6,000,000 deal, and just a little too big for Dallas at that time. He

broadched the subject to Mr. Balcom, who fell readily in with the plan.

"Build the Santa Fe building," said Mr. Balcom, "and I'll guarantee to lease one whole unit from you."

The building went up; Balcom was as good as his word, and now his company occupies a ten-story unit with slightly in excess of 284,000 square feet of storage space.

There are but few in Dallas who knew that Balcom was one of those primarily responsible for the success of the Santa Fe Building. He had a whole lot of space to sell, incidentally, and he conceived the idea of renting out two whole floors to furniture and rug manufacturers' representatives. It was off the beaten track for a warehousing concern to rent exhibit space, but the idea went over big. Now the two floors are visited daily by retail furniture men. As sales are made, more furniture is shipped into Dallas, and the Balcom company naturally gets additional business by storing the surplus not on the exhibit floors.

The subject of this sketch is married and has two charming daughters. He lives in a splendid home out Greenville Crest way, not so far from the Glen Haven Country Club, of which he is first vice-president. He was a Rotarian until a few months ago, when he resigned in favor of his business associate, G. K. Weatherred, formerly of Waco, and who, incidentally, is associate manager with Mr. Balcom of the Dallas company.

(Concluded on page 68)



cess stories

## Family Album Out of Storage!

No. 13

Fred Crone

*"Long Hours, an Interest in Your Work and a Good Wife"*

FRED CRONE, veteran warehouseman of Vancouver, British Columbia, Canada, has a formula which he says cannot fail to bring any man success no matter how small the manner in which he must start in business. It is this: "Long hours, an interest in your work and a good wife." Only Mr. Crone ranks the good wife first.

Nineteen years ago Mr. Crone drove into Vancouver to start in business for himself, his entire capital being a little horse-and-wagon outfit which he had owned on an ill-fated ranch back in the hills.

His first venture was delivering parcels from grocery and department stores at a charge of five cents per package. The Canadian business day is short, so the handling of bundles at so low a figure did not involve any great amount of money at first. The business grew, however, until from two to three hundred packages were delivered every day and, finally, the original investment was increased to twelve small wagons, and the price of delivering increased to ten cents for each bundle.

From this humble beginning, Mr. Crone has risen to a position of prominence both in the warehousing industry and in the public and community life of his city. Not only is the Crone Storage Co., Ltd., one of the leaders in the forwarding of household goods out of Vancouver but Mr. Crone has served as president of the local cartage association, an organization interested in the control of loads on the provincial highways, the width of tires used on trucks, and other problems of interest to the industry. Besides being active in various civic enterprises, he is chairman of the City Works Department which spends a million dollars a year on roads. He also is a past president of the Canadian Storage and Transfermen's Association.

A far cry, indeed, from the one-horse outfit with which he left his farm for the city. The business of delivering packages, however, proved an excellent foundation for the larger enterprise even though it had to do entirely with such retail stores as did not have their own delivery system, for it gave young Crone an opportunity to meet and get acquainted with both the retail clerks and dealers as well as the wholesale clerks and dealers, and frequently he was asked to lend a hand

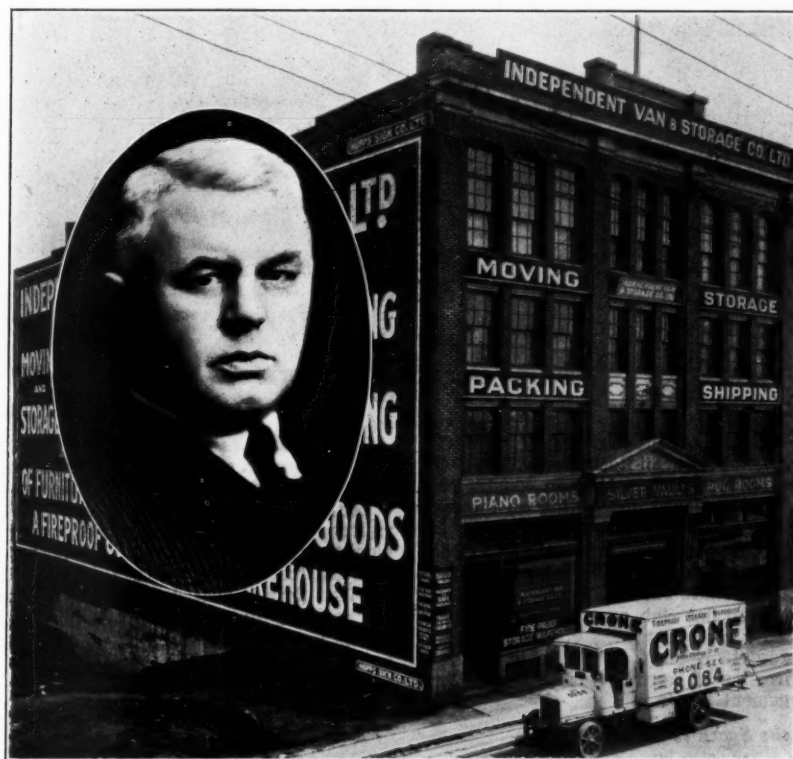
with the moving of their private household effects on Saturday afternoons or holidays.

This seemed to the ambitious young man to open up a new field of endeavor, so about the time he was able to replace the horse-and-wagon outfits with man-sized teams and trucks, he also put on a van to be devoted exclusively to the transportation of household goods. So successful was this venture that he added one van a year for eight years, finally buying out three of the best furniture movers in town.

In 1912 Mr. Crone went into the business of storing household goods and it was at that time that Mrs. Crone came forward to lend her assistance by answering the telephone or

taking orders in the office. And it was those years of help, at a time when it was most needed, that prompts Mr. Crone, as he recalls them, to declare that "the biggest capital a man can have when he is starting in business in a small way is the right kind of a wife."

Mrs. Crone, he will tell you, was always the one to come to the front with a practical suggestion when corners had to be turned on a narrow margin. Later, when finances would warrant it, she even hired a maid to care for her home and baby so that she could take an active interest in the concern by going out to collect the outstanding accounts—a most unusual procedure for a



woman in the Canada of those pre-war days.

The Crone warehouse was started on a single floor, the space being rented and added to from time to time until the volume of business got big enough to necessitate the use of an entire building. It was then found impossible to get a straight lease on a large enough place, so in 1919 a building was purchased. Later Mr. Crone increased his holdings by buying a nearby piece of property on part of which he built a garage large enough to hold thirty trucks.

At the present time Mr. Crone is making plans to tear down a building which stood on the land when he bought it, and here he will shortly erect a six-story warehouse 75 by 120 feet. This will be given over to the storing of household goods exclusively, the only exception being such commodities as are not harmful to household goods.

(Concluded on page 68)

Service Storage Co.

Rochester, N. Y.

## WHAT'S WHAT IN

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**I**N the new storage building of the Service Storage Co., located on Clinton Avenue South, Rochester, N. Y., the most modern ideas of warehouse design, both in construction and arrangement, have been employed, presenting an interesting example of the industry's modern day plants.

The structure is entirely fireproof and advantage has been taken of all protective means to obtain for the customers' goods the lowest possible insurance rating.

Built of reinforced concrete flat slab construction, with the exterior faced with stone and dark brown vitreous ironspot brick, the warehouse presents a most attractive appearance while conveying the impression of security which its construction and interior arrangement attain.

#### How the Space Is Divided

In the front portion of the first floor is a spacious display and sales room, and adjacent to this are the general offices of the company. Directly off the offices is a large heavily reinforced vault for the storage of valuables. The rear portion of the first floor contains the shipping and packing rooms.

On the second floor are separate rooms, for the storage of rugs, trunks and pianos, together with individual fireproof storage compartments.

An elevator of sufficient size and capacity to lift a loaded van to any floor is provided.

The entire building is protected by an automatic sprinkler installation.

All exterior walls are thoroughly damp-proofed and plastered, and the roof is insulated to insure dryness within the building and every possible protection to the goods stored therein.

The tiled floors of the display room and offices, the large marble counter, and the hollow metal office divisions, suggest the secure and fireproof nature of the building.

Located on subway giving switching facilities from any railroad in the city, the Service warehouse is six stories in height, including basement. All floors are semi-heated to 50 degrees during cold weather and damp months, except that the first floor is heated to office temperature.

There are 70,000 square feet of floor space.

The building was designed and the construction supervised by B. Frank Kelly, architect, Buffalo.

#### Los Angeles Company Builds

**T**HE Arlington Transfer Co., Los Angeles, has begun construction of a \$58,000 household goods depository which is expected to be ready for occupancy about April 1.

Located at 1919 Third Avenue, on a site 50 by 150 feet, the building will be 50 feet wide and 80 feet deep, so constructed that it may be extended later. It will be of reinforced concrete construction, with a stucco finish to the exterior walls.

Offices and piano storage room will occupy the first floor, front, which will have plate glass windows.

Receiving, packing and shipping will be carried on in the rear.

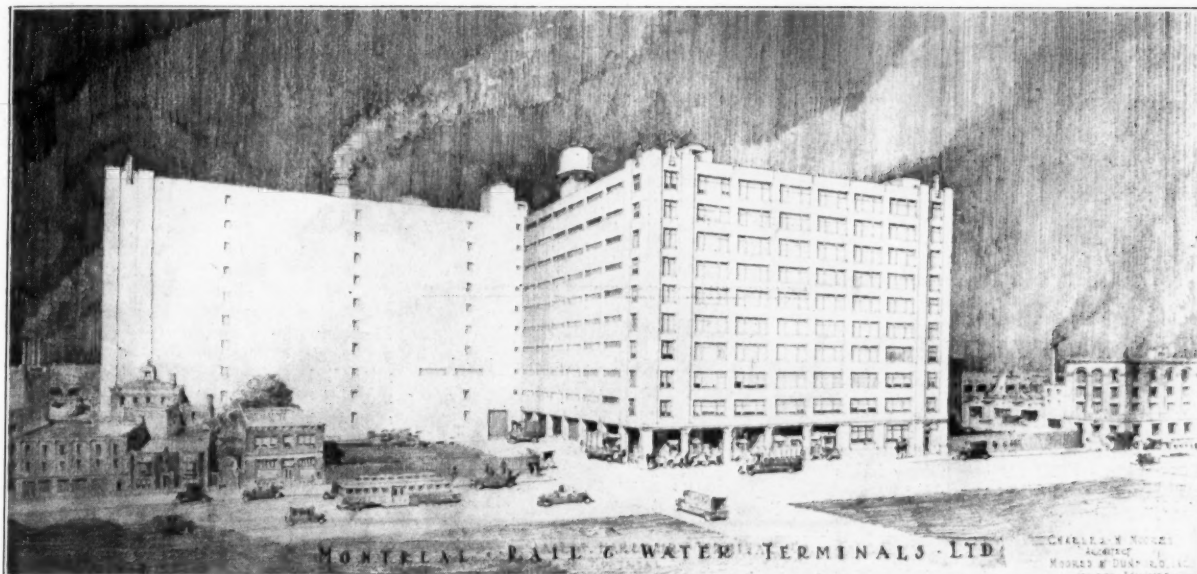
The structure will stand six stories high and will be served by freight and electric passenger elevators, one each, to all floors.



# NEW BUILDINGS

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Montreal Rail & Water  
Terminals, Ltd.  
Montreal, Canada



**C**ONSTRUCTION work on a new terminal warehouse for the Montreal Rail & Water Terminals, Ltd., is under way in Montreal, Quebec. The building will have a total floor area of approximately 600,000 square feet and will be a notable addition to the terminal facilities of Montreal.

It is stated that this new plant will be in no sense competitive with any other concern of a similar nature in Montreal but will develop and expand its own business, handling in particular butter, cheese, eggs and other dairy products in its cold storage areas and package freight and other merchandise in its dry storage areas.

The site is immediately adjacent to the Place Viger yards of the Canadian Pacific Railway, and railway sidings alongside the building will provide shipping facilities direct to the lines of the Canadian Pacific.

Approximately one-third of the structure will be devoted to cold storage. The building will be of reinforced concrete construction throughout and will be equipped with the most modern equipment to handle materials. It will be protected throughout by automatic sprinklers and in every way is designed to meet all requirements of the Canadian insurance authorities and therefore will have the lowest rate obtainable in Canada for a building of its type.

#### A "T"-Shaped Structure

The terminal is in the shape of a "T." The dry storage area occupies the top of the "T," 160 feet wide by an average length of 250 feet; and the cold storage area occupies the other side of the "T," 80 feet wide by 180 feet long. The building will be ten stories in height, rising to a total height, above curb, of 115 feet.

The first floor of the dry storage wing will be used as a shipping platform and distribution point, with plenty of doors to accommodate trucks. The upper floors will be divided into two sections by a fire wall. These areas will be served by five high-speed elevators with floor levelling devices of the latest type.

The cold storage wing will be divided into several rooms so that various degrees of temperature can be maintained in different sections at the same time. Two floors are designed for the storage of eggs, these floors to be cooled by circulating air. This wing will be served by two elevators with the customary vestibules, etc.

#### Offices on Every Floor

The warehouse's offices will be located on the first and second floors on the main street frontage (Craig Street). On each floor there will be provided offices which will be rented to firms using the facilities of the warehouses, and to manufacturers' agents. These offices will be equal to any in a modern office building. They will be served by two modern-type passenger elevators.

Immediately adjacent to the building will be a power house in which will be located the heating apparatus and the refrigeration machinery. The refrigeration machinery will be the last step in refrigeration design.

The entire plant was designed by and is being constructed under the supervision of Charles H. Moores, New York, with Moores & Dunford, Inc., acting in the capacity of consulting engineers.

# FROM THE LEGAL VIEWPOINT

By Leo T. Parker

## Lien Rulings

**I**N *Mathieu v. Roberts*, 247 Pa. 166, the higher Court has just handed down an important decision relative to liens. The Court said:

"Lien statutes construed, and held, that lien claimant, by voluntarily parting with possession of a chattel upon which he has a lien, does not thereby waive the lien, but waives the right to possession thereof, and may not repossess the same merely on the strength of his lien, in the absence of any special circumstances showing that he is entitled to the possession thereof."

Therefore, the general rule of the law is that a person having lien on property which he permits to leave his possession, ordinarily, is not entitled to regain possession of the goods, unless special circumstances or conditions exist.

In explaining the various sides of this legal situation, the Court said:

"In *Enfield v. Stewart*, 24 N. M. 472, 174 P. 428, 2 A. L. R. 196, we held that a chattel mortgage as between the mortgagor and the mortgagee does not convey the legal title to the mortgagee, but is a mere lien. In *Kitchen v. Schuster*, 14 N. M. 164, 89 P. 261, as well as in *Enfield v. Stewart*, *supra*, it is pointed out that by our statutes (section 571, Code 1915), 'in the absence of stipulation to the contrary, the mortgagor of real or personal property shall have the right of possession thereof,' and in *Kitchen v. Schuster* we pointed out that under C. L. 1897, 2367 (now section 574 of the Code), 'after condition broken, the mortgagee or his assignee may proceed to sell the mortgaged property, or so much thereof as shall be necessary to satisfy the mortgage and costs of sale; having first given notice of the time and place of sale,' etc. We there said that upon conditions broken, the right of possession followed by virtue of the statute, but that, independent of the statute, an unconditional sale of the mortgagor of mortgaged chattels worked a forfeiture of right of possession bestowed by the mortgagee upon the mortgagor, and thus to enable the mortgagee to maintain replevin or trover. The usual chattel mortgage form provides that the mortgagee may take possession of the mortgaged chattels in case of the breach of the mortgagor's covenants. It has not been decided, so far as we know, that a chattel mortgagee having a mere lien has a right to recover possession of the mortgaged chattels until a condition of the mortgage has been broken."

In *Peerless Ins. & Brokerage Co. v. Dwyer Equipment Co.*, 248 Pa. 303, the

District Court of Appeals of California held that proceedings to foreclose a lien are void, where the period, as provided by law, between the time the lien is effective and the date of the foreclosure has not expired before the foreclosure is made. Furthermore, a buyer of the property obtains no title. In other words, unless the law is followed, the buyer of property foreclosed on a lien has no title, because no sale is actually and legally completed.

## What Don't You Know?

**M**R. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

## Decisions on Warehousing

**I**N *Continental Trust Company v. Western Ry. Co.*, 134. Atl. 140, the Court of Appeals of Maryland held that a warehouseman is not liable where, after a surrender of warehouse receipts, the warehouseman re-issues them to another who pledged the receipts which were returned to the second holder under an agreement that the merchandise was to be shipped and the bills of lading were exchanged as security. The warehouseman delivered the merchandise covered by the receipts.

**I**N *Fisk Rubber Co. of New York v. Lawer Auto Supply*, 248 Pa. 825, the Supreme Court of Wyoming held that a warehouseman has no legal right to retain goods stored where the owner thereof refuses to pay bills not connected with the goods in storage. The facts of the case are that:

The suit was brought for the recovery of damages for the alleged conversion of certain personal property, which, as listed in an exhibit attached to the petition, is described generally, in the petition and throughout the proceedings, as 'vulcanizing equipment,' and had been delivered by the plaintiff to the Auto Supply company for storage on or about Feb. 18, 1921, the petition alleging that the agreed storage price was \$10 per month. The value of the property was

alleged to have been \$1,000, and judgment was prayed for \$1,500, which included alleged expense and attorney's fees in the sum of \$500.

The defendant company filed a separate answer, admitting storing the goods but alleging that the agreed price therefor was \$15 per month and denying each and every other allegation in the petition. Said answer contained also a counterclaim for \$380.50, which, as alleged in the answer, was made up of the amount due for storage, after deducting the sum of \$30 previously credited. A separate answer was also filed by the defendant, in which the ownership of the property was fully admitted, but denied that its value was more than \$250, and denied every other allegation of the petition.

The storage company held the vulcanizing outfit on the grounds that the owner owed charges not connected with the vulcanizing outfit in question.

In holding that the storage company had no legal lien on the vulcanizing outfit for the amount of money which was owed the warehouseman prior to the storage of the vulcanizing outfit, the Court said as follows:

"But the duty of making compensation must usually precede that of delivery back or over, since the party hired is commonly treated as one entitled, on suitable performance, to require his recompense before surrendering possession. Perhaps, however, delivery and compensation should be called concomitant acts, so far as one party seeks to put the other in the wrong by active litigation. For his better security in obtaining such recompense, the law gives to the hired bailee a lien upon the chattel, to the extent of whatever may be due for his particular services. . . . The present lien, which is not general, but particular, is understood to secure only one's services and expense bestowed upon the identical thing bailed for hire, and not such balance as may be due the bailee's general account for his bailor; for though, by special agreements or a well-sanctioned usage, a lien might be thus extended, the favor of the law shines only upon particular liens. . . . The continuous possession of the hired bailee by right of his lien will, in general, be deemed rightful until his bailor has, besides demanding the chattel, paid or tendered what was lawfully due for the bailment service, and thereby put such bailee in default. . . . Demand and refusal make out a prima facie case of negligence against a bailee who renders no good excuse for not delivering, subject, however, to the rules of proof

already considered; and the statute of limitations runs from the time of demand. When, however, the bailor, or other party lawfully entitled to the thing, makes rightful and seasonable demand without tendering what is due, our bailee, if he has a claim in rem for unsettled recompense, ought promptly to assert it; and so, to, if insufficient recompense be tendered him; that his reasons may be understood. If he refuse to surrender possession, unless paid for what the lien does not lawfully give, he is liable as for conversion."

Other Courts have expressed themselves on the same subject as follows:

"In *Folsom v. Barrett*, 180 Mass. 439, the general principle involved here was stated; the Court saying:

"Where a lienor bases his refusal to surrender property upon some right independent of or inconsistent with the lien, it is held that he has waived his lien and he cannot afterwards set it up."

In *Brewery Co. v. Fitzpatrick*, 18 Hun. N. Y. 389, the Court said:

"A formal tender for the purpose of discharging the lien of a bailee after he has actually disavowed the bailment and refused to deliver the goods to the bailor, on the grounds that he is not entitled to them, cannot be necessary, for the law never required the performance of a supererogatory act."

IN *State v. Bunton*, 285 S. W. 97, the Supreme Court of Missouri held that a bailment cannot be built upon fraud but must be predicated upon a lawful transaction voluntarily entered into by both of the parties.

This Court, in explaining the legal relation that exists between the owner and keeper of property, held:

"Where property has been placed in the hands of another for special or limited purpose, the constructive possession of the same remains in the owner, while the other party has the mere custody."

IN *Lemnos Broad Silk Works, v. Spiegelberg*, 217 N. Y. S. 595, the Supreme Court of New York has aptly explained the rights and liabilities of a bailor and bailee by stating:

"The responsibility of a bailee, upon elementary principles, is for negligence. A bailee is not an insurer. A bailee, unlike an insurer, is liable only in the event of fault, neglect, or both. The burden of proof is always upon the bailor to establish one or the other of these classes of delinquency on the part of the bailee. Because of the manifest difficulty of proof in so many of these cases the law has come to be well recognized that in those instances of bailments where the bailee has the sole, actual, undivided and exclusive physical possession of the goods, the bailee is legally presumed to be negligent if, upon the disappearance of the goods, he cannot explain their loss. This rule is based, like most rules of the common law, upon nothing more or less than common sense. It is a rule which is founded upon neces-

sity. In other words, the common law, with its characteristic horse sense, makes a virtue out of necessity, growing out of the fact that, where the bailee has the exclusive and undivided possession of the goods, he must also have the exclusive means of showing what became of them. Where the reason of the law ceases, the law ceases. For reasons which must be perfectly manifest to any thinking person, the rule referred to does not obtain or apply where the bailee does not have the exclusive and undivided possession of the property."

With respect to the liability of a bailee where the employee or agent of the owner has part or whole charge of the goods, the Court said:

"Where the possession of the bailee is not actual and exclusive, and if, as in the instant case, the owner, through the owner's selling agents, has custody or charge of the goods in whole or in part, in such event it does not legally devolve upon the bailee to account for their loss or to show freedom from fault or negligence. This corollary of the rule applies to the case at bar, where the possession and custody of defendants as above pointed out, were not exclusive. As said by the Appellate Term of this Court in *Wall v. Gillin*, 21 Misc. Rep. 649, 652, 48 N. Y. S. 67, 69, *supra*:

#### The Court's Opinion

"The rule invoked by appellant, which requires the bailee of goods under certain circumstances to prove the exercise of due care, does not apply to this case since it appears that the bailor by its employee, who was on the premises of the bailee, had the same opportunity to care for the goods and to know what care was taken of them, which the bailee possessed, and so the onus of disproving negligence was not cast upon the latter by merely showing that the article was delivered in good condition, and that the injury complained of would not happen in the ordinary course."

The facts of the case under discussion are that the goods delivered by the owner to another were not accounted for by the keeper, as a result of which the owner instituted legal proceedings to recover an amount in compensation for the loss.

In explaining the legal situation, the Court said:

"The facts in the case at bar are . . . In this case there was no trust; there was a bailment. In this case there was no exclusive possession; there was divided possession. In this case there was no money involved; there were specific articles of personality. In this case as I view it, applying the rules of law which properly control it, there is no legal presumption that defendants were responsible for the loss of the goods and no burden of proof on defendants of explaining the loss, and it follows that plaintiff, therefore, could recover, if at all, only by proving that the loss occurred as a consequence of and incidental to the negligence or fault of defendants, of which there is lacking any credible proof whatever, and I find, as matter of fact, that neither negligence nor fault was established by plaintiff."

IN *Interstate Forwarding Co. v. McCabe et al.*, 285 S. W. 920, an important issue was reviewed by the Court of Civil Appeals.

The litigation was based on loss of household furniture stored in a warehouse. The owner of the goods alleged that the Interstate Forwarding Co., through its agents represented itself as having a fireproof warehouse, when in fact its warehouse was not fireproof, and that the goods to the value of \$2,500 while stored in the warehouse were destroyed by fire.

In holding the Interstate Forwarding Co. liable for the destroyed goods, the Court said:

"We might add that the evidence shows, without question, that the building in which the goods were stored was destroyed by fire. Appellees sustained damage to the goods stored by reason of the fire."

An important issue of the case was whether the warehouseman actually represented the warehouse to be fireproof. The Court permitted testimony to be introduced showing that the owner of the goods had gotten prices from other storage concerns as to their rates for preparing, shipping and storing the goods, and had discussed with them the question as to whether such place was fireproof, and that one of the persons had asserted that the warehouse in question was not fireproof, and that its owner was having trouble getting insurance. Also, the Court permitted the stationery, cards and tags indicating that the warehouse was fireproof, to be introduced as evidence in the favor of the owner of the goods.

Another point in discussion was a proper method of arriving at the fair value of the goods. The owner testified that the goods delivered for storage consisted of furniture and wearing apparel. It was further testified that the values set opposite each item were the cash values of the respective articles on the date of the fire. The warehouseman objected as having the list considered as evidence of the value of the goods on the grounds that no predicate had been laid, and because it had not been shown that the articles had market value at the time and place of storage, and further that the list was not a proper measure of damages. However, the Court overruled the objections and permitted the list to be considered by the jury.

The higher Court refused to reverse the judgment in favor of the owner of the goods and explained that, in submitting the issue as to the actual value of the goods destroyed by fire, the lower Court had permitted the jury to examine the trunks and boxes in which the goods were placed and other various articles produced in Court. The higher Court said:

"They saw the trunk and boxes in which the goods were placed and the various articles produced in Court, and are better prepared to pass upon the issue of values than this Court can possibly be from reading the record."



## National Van & Storage Co. Capitalizes for \$500,000 and Opens Household Goods Depository in Oakland

**A**MONG the notable accessions to the warehousing industry of the Pacific Coast in the closing months of 1926 is the National Van & Storage Co., just organized in Oakland, Cal. With a capitalization of \$500,000, and headed by V. O. Lawrence, owner of the Lawrence Terminals and founder of the Lawrence Warehouse Co., the new corporation enters the field with abundant funds and experienced direction.

Property at Twelfth and Oak Streets, Oakland, owned by the company, is conservatively valued at 75 per cent of the capitalization, and the household goods warehouse and offices opened there compare favorably with any similar plant in any of the Pacific Coast cities. The property fronts 190 feet on Twelfth by 100 on Oak. On it the National has erected a three-story fireproof concrete business building of handsome exterior and latest design for warehousing purposes.

The first floor, fronting on Oak, contains an attractive and large entrance hall, resembling the lobby of a modern hotel, furnished luxuriously yet in excellent taste, and designed with a view to establishing at once in the mind of the customer the idea of confidence in a substantial institution.

At the left of the lobby, opening

through a large arch, is the general office, and back of that are the offices of the manager and other officials. Just inside the arch, and in full view from the entrance hall and street, is the steel vault for valuables. Mission-style walls and ornamentation, with mahogany trim, carry out the effect of solidity.

At the right of the entrance hall is a new feature in Pacific Coast household goods warehousing in the shape of a large salesroom, opening from the lobby through a wide arch and fronting on Twelfth Street. This show and sales room is occupied entirely by the American Chesterfield Co., a factory-to-consumer concern, whose large and frequently-changed stock of furniture adds no little by way of advertising to the household-goods warehousing firm under whose roof it is located.

The second and third floors contain the warehousing facilities—rug and piano rooms, private storage rooms, general rooms, etc. The building contains 57,000 square feet of floor space, of which 19,000 have been assigned for the time being to household storage.

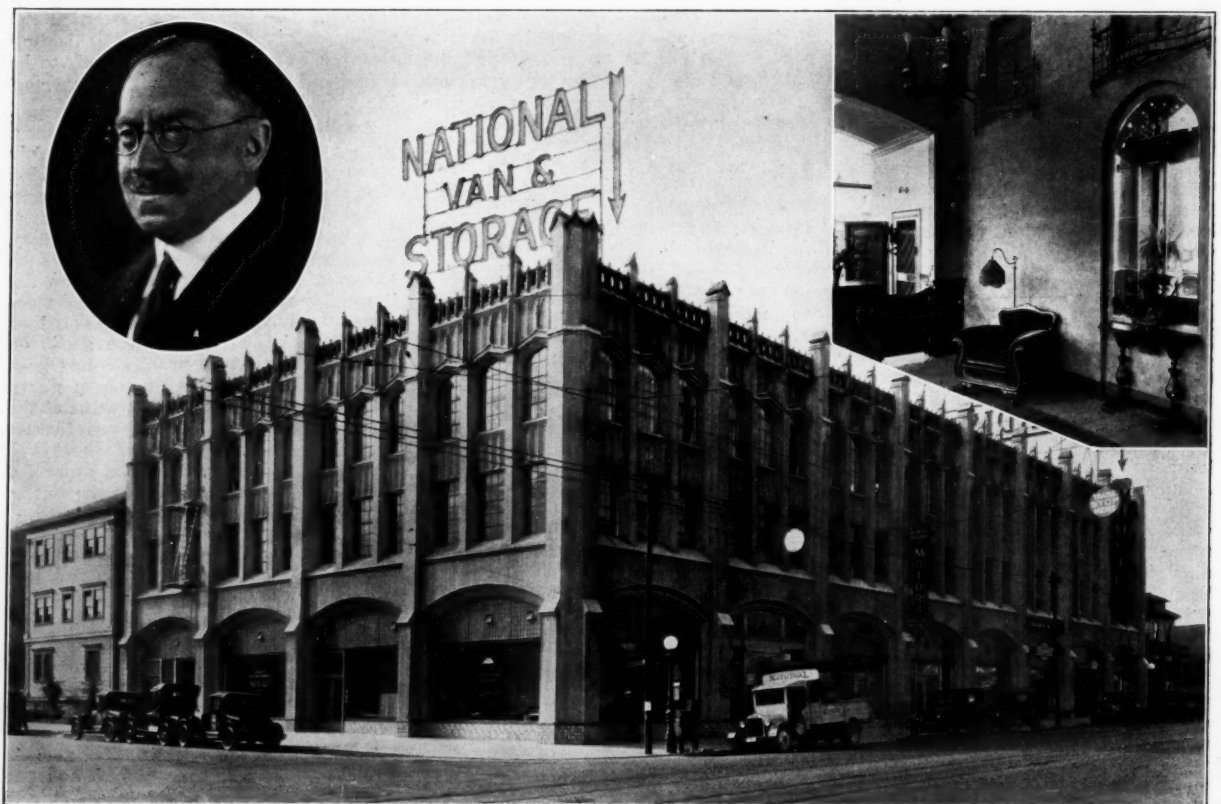
Three large vans and two trucks are operated, and long distance motor-hauling will be done as occasion demands. Rail and water connections are main-

tained through the Lawrence Terminal Co., and advice on transcontinental, interstate, coast-to-coast and coastwise shipments is given free to prospective shippers.

The National Van & Storage Company has taken over the assets and business of the Bay Cities Van & Storage Co., a going and growing concern which has been in active operation since 1906. The new warehousing company has applied for membership in the National and Pacific Coast Furniture Warehousemen's Associations.

Officials of the National Van & Storage Co., in addition to President Lawrence, are F. J. Early, vice-president and treasurer; H. Clyde Reddick, secretary, and G. Bendorf, manager. All have been engaged in general and household-goods warehousing on the Pacific Coast the greater part of their lives.

Location of the warehouse and office building was made on Twelfth Street largely because of the fact that 75,000 automobiles pass through that thoroughfare every day, by actual count of the Oakland city public safety department. Twelfth is, in addition, one of the main thoroughfares into and out of the business center of Oakland, now a city of more than 300,000 inhabitants.



In oval, V. A. Lawrence, president of the newly organized National company in Oakland, Cal. Center, the National's warehouse. Upper right, a lobby scene

The entire front of the first story of the building, on both streets, consists of large plate glass windows separated only by the necessary supporting concrete-and-steel pillars. The ceiling is exceptionally high, giving a clear view from the street throughout the lobby, showroom and offices. The front corner of the general office is reserved for an illuminated display, changed every week, showing some form of packing storage device, rug or piano protection, or other factor in moving and storing household goods. This form of exhibit is compara-

tively new to the Coast, and has attracted a great deal of interest, day and night. It is considered one of the best advertising and educational features any of the experienced officials have tried.

#### Electric Sign on Top

The building is topped with a Neon electric sign, 30 feet wide by 20 feet high, carrying the name and trademark of the company in red and blue. These colors were selected for their high visibility and are used uniformly on advertising, signs, stationery, vans, trucks

and all other displays. The plan is to make the colors of the firm so well known that it will be practically unnecessary to read the name.

Outside employees are furnished with uniforms, and individual covers are provided for every piece of furniture moved. These covers are put on inside the customer's house from which the furniture is to be taken, and are not removed until the furniture is in the warehouse. On the outbound journey, they are put on and not removed until the articles are in the house again.

**Score: Stanford and Lyon, 41; California and Driver, 0**



Left, John Driver, Berkeley warehouseman, giving a customer a "dressing down" after a shoe shine. Upper center, Harvey Lyon, Oakland warehouseman, snapping Mr. Driver in the act of polishing. Right, Mr. Driver paying off his football bet in sweet charity's name. Lower center, newspaper and movie photographers in front of Tony's stand while Mr. Driver labors

**J**OHAN R. DRIVER, one of the owners of the Driver Storage Co., Berkeley, Cal., was a school teacher in his younger days but he now admits that he never learned how to polish up the understanding of men and women until he shined shoes for several hours recently at the direction of Harvey Lyon, secretary of Lyon Fireproof Warehouse Co., Oakland.

Mr. Driver made shining examples of the shoes of a large number of customers as a result of a bet with Mr. Lyon as to the result of the recent football

game between the University of California and Stanford University. Stanford won, 41 to 0.

The wager was paid at Addison Street and Shattuck Avenue, Berkeley, and Mr. Driver accumulated a set of Rooseveltian teeth to add to the "service with a smile" which he gave to all the customers.

Meanwhile, Mr. Lyon, armed with a camera, lingered at Mr. Driver's side, posing him for the motion picture news reel and newspaper cameramen. Aside

from being published in hundreds of newspapers and shown in thousands of motion picture theaters, the photographs were filed also in the Oakland Public Museum for future reference.

The owner of the shoe-shine stand received regular payment for each shine, but all tips—called "gratuities" by Messrs. Driver and Lyon—went to the Berkeley Community Chest. Tony the bootblack did more business in an hour than he usually does in two days, and,

(Concluded on page 68)

# New Business for Warehouses

## XIV

### *Capitalizing on the Railroads' "Over and Short" Freight*

**T**HE subject of the December article in this "New Business" series was "Rejected Goods May Be a Source of Profitable Accounts." We endeavored to show that much new business is available to the warehouseman—not 500 miles from his office but within reach of the telephone at his desk.

Within every large city and at every railroad terminal lies another fruitful source of new business.

The uniform bill of lading provides that freight not called for, or freight for any reason not deliverable, shall become subject to storage charges at rates provided in the tariffs. A further provision says: "or, at the option of the carrier, may be removed to and stored in a public or licensed warehouse at the place of delivery or other available place, at the cost of the owner, and there held without liability on the part of the carrier, and subject to a lien for all freight and other lawful charges, including a reasonable charge for storage."

In the traffic world such storage is known as "Over and Short Freight."

One's imagination pictures the world of "over and short" freight as a jumbled lot of smashed and damaged parcels, without tags and minus containers, of about the nondescript character that would be found at a rummage sale or on the floor of a junk dealer's shop. One thinks of single pieces of "lot shipments," or of all the odds and ends of stray shipments whose owners may

have decided them not to be worth the freight charges.

Goods of this character do, of course, come to the warehouse with "over and short" freight. Under the bill of lading the carrier has the right, after due time, to sell unclaimed freight for the expense incurred. When such freight comes to the warehouse it is at intervals of about six months disposed of at public auction. The provision reads:

"The proceeds of any sale shall be applied by the carrier to the payment of freight, demurrage, storage and any other lawful charges, and the expense of notice, advertisement, sale and other necessary expense and of caring for and maintaining the property, if proper care of the same requires special expense, and should there be a balance it shall be paid to the owner of the property sold hereunder." In addition to damaged shipments, the over and short freight which the railroad delivers to public warehouses brings also much sound merchandise. Every railroad has an accumulation of unidentified shipments; shipments which are refused by the consignee for any one of a score of reasons; they have, also, a considerable quantity of shipments from which the tags and marks have become separated.

All these goods, whatever may be their source, are in due time forwarded from way-stations on each division of the railroad to a designated terminal. At that terminal they are put into public storage.

**O**N the first of August, 1926, the railway express companies for the first time adopted a uniform method of handling their "over and short" shipments. On that date they instituted a system of storage charges on undeliverable express throughout the country. It applies to all express shipments not accepted when tendered for delivery by the carrier, or uncalled for after due notice has been sent to the consignee. The plan is similar to that affecting freight and baggage shipments.

Under the new plan, storage charges will be assessed, after three days' "free time," at the rates of 10 cents for the first day, 5 cents for each of the next eight days, with a maximum of 50 cents a month for each shipment weighing 100 pounds or less, and a regular monthly charge thereafter of 50 cents a month or fraction thereof. Shipments forwarded C. O. D. will be allowed five days' "free time."

On shipments weighing more than 100 pounds, the storage charges will be proportionate, the fractional part of 100 pounds being computed as full weight. Thus shipments more than 100 pounds, but less than 200 pounds, will be assessed

storage at twice the rate of the shipments under the 100-pound limit.

Freight houses and express agencies soon become cramped for room to store their undelivered freight.

Naturally they seek relief by the provisions of the uniform bill of lading, under which they may deliver to a warehouseman.

More important, however, than the space thus released is their desire to be relieved from further liability as a common carrier. For it is provided that, upon delivery to a public warehouseman, all liability to the owner of the goods is taken from the carrier.

#### **One Disadvantage**

The warehouseman thereupon becomes bailee for the owner of the goods, whoever he may be.

When goods go thus into storage, the railroads benefit by a further custom. They get their money. The warehouseman who shelters "over and short" freight is obliged to reimburse the railroad for transportation charges as well as other advances against the goods. To the railroad this means that the advances are thrown into earnings rather

than being held "in open account" against some indefinite individual or company.

This fact calls attention to one disadvantage or one unsatisfactory element in "over and short" freight.

The warehouses are obliged to advance all charges against the goods, with a rather certain prospect that six months will elapse before the money will be recovered through auction of the goods.

When a public warehouse is designated by a railroad for its "over and short" freight, the warehouseman must accept the bitter with the sweet. The contract ordinarily provides that the warehouseman must accept into storage all undeliverable freight, even though it is apparent to the eye that the stuff is not worth the advances. The warehouseman must also proceed on the certainty that before the goods are offered to him the railroad's claim department has used its best efforts to locate the owner—in order to collect the charges or to dispose of the goods in lawful manner. Under the law the carriers are permitted to take title to unclaimed shipments or to sell the goods in order to collect their advances as well as their own charges for transportation. Out of sad



experiences the railroads have found it wise to permit the warehouseman to sell the goods if it becomes necessary to collect their charges by this method, they having learned that the warehouseman, as third party, escapes many of the petty and costly expenses to which a carrier becomes liable. It has been proved that the warehouse can do, without danger of suits from claim-chasing lawyers, what the railroad does often to its sorrow. The warehouseman therefore must, as has been indicated, expect much bitter with the sweet profits of this business.

His profits, however, begin with cartage from the railroad to the warehouse. For this handling he is permitted to assess against the goods the full rate.

The established local rate for carting a single piece, from terminal to warehouse, may be charged against each piece, even though it be moved with other similar pieces in a full truckload.

#### The Business Is Profitable

WAREHOUSEMEN often inquire whether this business is profitable. At first blush the answer would seem to be in the negative.

"Over and short" freight involves much nuisance to the warehouseman, and requires record keeping out of all proportion. It brings hundreds of small lots to the warehouse—so small, in fact, as hardly to be lots at all. They are single parcels, much like the parcels handled by a check room. The amount of warehouse earnings per lot is also small, and, as a whole, "over and short" freight is a matter of small items.

But if one interviews warehousemen who have contracts with railroads for this business, the answer is apt to be an affirmative one.

The business of such small lots, as just discussed, is fairly profitable, but not highly remunerative in and of itself. It becomes, however, most assuredly profitable for any warehouseman who is alert for new business. This is particularly true for a warehouseman on the lookout for new business close at home rather than focussing his eye on something 500 miles away.

#### Leads to Permanent Accounts

THE profitable business comes from the permanent accounts made available to the warehouse from this source.

As soon as the warehouseman begins to get a half dozen containers from a single manufacturer, or a half dozen stray shipments from a single wholesaler, opportunity is knocking at his door.

He should approach the shipper for permission to take his goods out of "over and short" storage and to put them into ordinary storage under contract with the owner.

It is a simple matter to show the owner that rates provided by the uniform bill of lading for "over and short" storage are far higher than ordinary storage under contract. Whatever may be the shipper's interest in the goods, he will appreciate a suggestion to save money.

Any manufacturer is keen for savings. The warehouseman's suggestion is surely welcomed, and a generous "thank you" accompanies the authorization.

To the warehouse this means not only a new account, but, with the first month's billing to the new client, the warehouseman collects all his advances to the railroad for the goods. He does not wait six months for his money.

Subsequently, lots of goods belonging to the same shipper, as they come from the railroad, are automatically put into storage under the contract, rather than under the higher basis of "over and short" freight.

In this manner the warehouseman's contract with the railroad can be made a most fruitful opportunity for new business.

Most unexpected are the accounts thus acquired, many of them bringing to the warehouse manufacturers who never have thought of the public storage plants.

One warehouseman in a little known city, during 1925, relates that he added seven permanent accounts in this manner. Two of them have paid him more than \$500 apiece since making the contract.

#### Capitalizing on Radios

In February and March, 1925, came the great slump in radio selling. Up and down the country jobbers suddenly refused to take up from the railroads the very shipments which they had frantically ordered by telegram within a month; and, in turn, retailers refused smaller lots ordered, in good faith, from these same jobbers.

It is within the truth to state that 2,500,000 radio sets were on hand, with the railroads, undeliverable during those two months.

One warehouseman in the Mississippi Valley, who has come to our attention, seized this opportunity. He approached the radio manufacturers with a suggestion for a storage contract until the next season.

"And," was his statement, with a broad smile, "I have added \$1,200 to my earnings out of that piece of luck."

Four new accounts, as it proved, of the radio makers were lodged with him, their goods remaining in store until the autumn season of that year.

An alert warehouseman in the cotton belt of Texas has turned "over and short" freight many times to his benefit. During September, 1926, when cotton dropped almost 50 per cent, he saw a new opportunity. The three railroads of his town had a great accumulation of miscellaneous merchandise consigned to local merchants who had ordered in anticipation of the annual "cotton crop money." With the low prices for cotton, trade was disappointing. The merchants, on one excuse or another, refused to take up from the railroads the incoming goods.

The warehouseman did the obvious thing by corresponding with the distant manufacturers and jobbers. He secured much business for storage.

In an Illinois city, when the protracted rains ruined crops and business in the late summer of 1926, another warehouseman turned two new accounts. The demand for soda fountain straws and ice cream cones was stifled. An agent of the railroad gave him a tip that many shipments of these goods were being refused.

It was timely to propose to the manufacturers that a storage contract would save money for them, and at the same time enable them to maintain a spot stock in readiness for the return of demand. It is hardly necessary to say that the two accounts promise well.

In an up-State section of New York electric power was promised for the summer of 1925. As happens in such cases, the salesmen for washing machines and other electric equipments were early on the field. Then about the first of June the power company announced that current would not be available for four months.

Persons who had signed contracts for equipment quite naturally found excuse for not taking up the shipments at their railroad stations.

Once again a warehouseman fitted into the needs. From it has grown a permanent account from three manufacturers, and in the fall of 1926 this warehouseman received into storage, from a single manufacturer, five car lots of electric refrigerators, which in all probability will remain with him until the summer of 1927.

#### Test Case in Ohio

A test case important to Ohio warehousemen who operate motor trucks under the State's public utilities law was argued before the Ohio Supreme Court in Columbus recently, the court taking the case under advisement at the conclusion of the giving of testimony.

The action is the *New York Central Railway Co. and others v. Ohio Public Utilities Commission*, and there are nine similar cases pending in various Ohio counties.

During the Columbus proceedings the plaintiffs contended that an irregular hauler operating under the State law governing licensing of haulers is one that has a fixed route but an irregular schedule as regards to time of making trips.

The defendant, the Commission, claimed that an irregular hauler was, under the meaning of the law, one with both an irregular route and irregular times for making trips.

This conflict of opinion involves the intent of the State Legislature which enacted the statute.

#### Moved: One Candle

The Weicker Transfer & Storage Co., Denver, was recently called upon to move one candle. But it happened to be one weighing 1050 pounds, of tin and plaster paris, so the job was no small one. It required several men to hoist the candle into position to serve as a Christmas decoration.

# WITH THE ASSOCIATIONS

HERE is presented in tabloid form that Association news that is of general interest to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

## Indiana

THE Indiana Motor Truck Association is the new name of the Indiana Transfer & Warehousemen's Association, the change having been effected at the organization's ninth annual convention, held in Indianapolis on Nov. 26 and 27.

The scope of the association's activities was expanded. All owners and operators of motor trucks engaged in commercial hauling of any sort in the State are eligible to membership and have been invited to join. The organized ice, dairy and oil industries of Indiana have already signified their intention of coming in.

Varied factors brought about the change. Chief among them are the battle which Indiana truckers have been making, arising out of lack of reciprocal relations, with adjoining states, with regard to licensing, etc., and the proposed campaign to bring about a flat license fee which, with the gasoline tax, would give adequate funds to the development of highways.

### Election of Officers

Edward Feldman, Richmond, was elected president for the ensuing year. Tom Snyder, Indianapolis, was reelected secretary and W. S. Frey, Indianapolis, was reelected treasurer.

The new board of directors comprises C. W. Abraham, owner of the A & B Storage Co., Indianapolis, chairman; Mr. Feldman and Mr. Frey and H. H. Hedges, secretary of the Terre Haute Union Transfer & Storage, Terre Haute.

The vice-presidents elected are Walter Wetzel, of the Lamasco Transfer Co., Evansville; W. T. Collins, secretary of W. T. Collins & Son, New Albany; Forest Monger, manager of the Forest Monger Transfer & Storage, Richmond; C. E. Travis, treasurer of the Vincennes Transfer & Storage Co., Vincennes; J. H. Becraft, owner of the Becraft Transfer & Storage Co., Kokoma; Clifford Borgman, treasurer of the Brown Trucking Co., Fort Wayne; C. W. Haight, president of the Quick Service Express, East Chicago; William G. Kreis, Indianapolis; W. E. Bowser, Huntington; Warren Downing, South Bend; A. L. Byler, Warsaw, and H. H. Hedges, Terre Haute.

The association's headquarters will be continued at 711 Merchants Bank Building, Indianapolis, with Tom Snyder, secretary, in active charge in carrying out the organization's plans.

The first day's sessions of the November convention were largely informal in character, followed by a dinner in the evening. On the second day Frederick Shortemeier, Secretary of State, gave a detailed review of the interstate "feud," affecting particularly Kentucky, where Indiana truckers operating without Kentucky licenses are being arrested, thus abrogating reciprocity. Mr. Shortemeier said that many Kentucky truck owners operating near the Indiana border were obtaining Indiana truck licenses, because of their lower costs, and operating with them in Kentucky, with the same practice, in a modified way, in Illinois.

### May End Truck "Wars"

The Secretary of State told of the Central States Reciprocal Relations Conference being organized, together with a Mid-West section of the States Secretaries' Association. Through the activities of these bodies, he hoped, interstate truck "wars" would be brought to an end.

The subject was discussed also by J. D. Landis, secretary of the Ohio Motor Truck Owners' Association; H. C. Kelting, secretary of the Kentucky Motor Truck Club, and others.

One high light of the convention was the laying of plans to engage in an active campaign to bring about a flat rate license fee for all Indiana motor vehicles, with the gasoline tax as the main source of the highway construction and maintenance fund. Some trucks now use one gallon of gasoline for every four miles of operation, and pay a three-cent levy on every gallon. They pay a relatively high license fee to the State, another to the city in which they operate, personal property taxes on the vehicles, and yet, it was pointed out, some of these trucks do not use State highways, but travel largely over city streets, which share in only a small part of the gasoline tax funds and which receive no part of the State's license fee revenue.

Samuel L. Shank, Indianapolis warehouseman and formerly mayor of that city, urged the abolishment of the State's Public Service Commission. The association went on record declaring the Commission had forgotten its role as public protector and asserting that the Commission should be abolished if its personnel could not be changed.

—Harlow Hyde.

## Massachusetts

MEMBERS of the Massachusetts Warehousemen's Association, at the largest monthly meeting of the season, held recently at the Exchange Club in Boston, learned some facts and figures about Boston Harbor and its facilities. President Samuel G. Spear presided and introduced the speakers. The guests were Frank S. Davis, William P. F. Ayer, John F. Hunt and Capt. J. M. Hoffman, and George S. Lovejoy, formerly president of the Bay State organization.

Mr. Ayer, who is vice-president of the Maritime Association of the Boston Chamber of Commerce and also chairman of the Port Facilities Committee, gave some interesting information regarding the advantages of the port. He said its further development was solely a New England problem and that its general use would redound to the credit of New Englanders. He appealed for all New England cooperation, as has been recommended by the New England Council.

Mr. Davis, who is manager of the Maritime Association, in introducing a series of films on the Port of Boston, said that Boston was not "selling" its facilities. He suggested that a survey which would be useful in presenting the situation before Western groups. Mr. Davis said it was not true that the business of Boston port had been falling off, and he cited facts and figures to back up his assertion. He declared that during the past three months 88 Shipping Board steamers had been allocated to Gulf and South Atlantic ports and he recommended that a conference of New England's Representatives in Washington be arranged at once through the New England Council so that some of the Shipping Board steamers might be allocated to New England ports. Mr. Davis briefly told of the fight on the matter of differentials on ex-lake grain and, Baltimore and Philadelphia having withdrawn their opposition, he expressed the opinion that the problem now probably would be settled to Boston's satisfaction.

Olin M. Jacobs, secretary, announced that delegates from New England to the A. W. A. convention in Kansas City in January would leave Boston in special car by the Wolverine Express at 3:15 p. m. on Saturday, Jan. 8, arriving in Kansas City on Monday, Jan. 10.

—S. F. Holland

### National Distributors

THE board of directors of the National Distributors' Association, comprising representatives of manufacturing companies which route their goods through public warehouses, held a meeting at the New York offices of the Vick Chemical Co. on Dec. 16 with John Simon, manager of branch distribution of the Keystone Steel & Wire Co., Peoria, Ill., presiding. Mr. Simon has been the organization's president since the organizing of the association in Chicago in the summer of 1920.

The directors laid plans for an intensive membership campaign during 1927.

It was voted not to hold an annual meeting this winter. Heretofore the N. D. A. has generally held its yearly gathering in conjunction with the annual convention of the American Warehousemen's Association because of the cooperative relationship between the two bodies.

### New York Port

THE Warehousemen's Association of the Port of New York at its November meeting went on record favoring the development of an American merchant marine "to be operated under private ownership through private capital assisted by the United States Government only to that extent as may be necessary to meet foreign competition."

The resolutions, sent to the United States Shipping Board, held that "the operation of any business enterprise is more economically conducted under private management than under Government business."

The association voted also in opposition of the Department of Agriculture's action in broadening the United States Warehouse Act to include canned foods.

The committee on bonded warehouses reported that it would undertake to bring about changes in procedure with regard to: 1. Refunds of cartage. 2. Extension of general order time. 3. Payments for charges, etc., on seized goods. 4. Loss in connection with abandoned merchandise. 5. Cooperation of and with steamship lines.

The legislative committee was instructed to consider the problem of the use of pool cars for distribution purposes "contrary to the provision of the railroad classification, in that goods were being removed not by the consignee but piecemeal by others."

The Acrex Haulage Corp. was elected to membership.

During the roll call members reported labor scarce, collections fair to good, and deliveries in many cases exceeding receipts.

### Pacific Coast

HARVEY LYON, secretary of the Lyon Fireproof Warehouse Co., Oakland, Cal., has resigned as president of the Pacific Coast Furniture Warehousemen's Association.

Henry M. Burgeson, secretary of the Wilshire Fireproof Storage Co., Los

Angeles, has been elected to succeed Mr. Lyon.

The association's central-northern division, of which Mr. Lyon is the head as regional vice-president, has not held a meeting for several months, but efforts were being made in December to reorganize it, possibly as a separate organization. Nothing definite is likely to take place, however, until after the new year begins.

The differences which resulted in the resignation of Mr. Lyon and the lapse in the meetings of the central-northern division were the outcome of a dispute over rates, involving a leading household goods warehouse company—not Mr. Lyon's firm—in Oakland.

It is understood that at a meeting in Fresno the southern division supported the Oakland company's interests.

—H. H. Dunn.

### New York Furniture

THE plan by the National Furniture Warehousemen's Association to establish an eastern branch of the long distance removals bureau about Feb. 1, with offices in New York City, was again the chief theme of discussion when the New York Furniture Warehousemen's Association held its December meeting, at the Aldine Club on the 13th.

Barrett Gilbert, chairman of the inter-city removals committee, presented a recommendation that the western rate schedule—the one operating in the National's central division—be adopted by the easterners.

After long discussion a suggestion was made by William T. Bostwick, secretary, that a roll call be held, not to pledge the New York organization but to develop opinion regarding Mr. Gilbert's recommendation.

Of thirty-one votes cast, twenty-eight were in favor, one was against, one was non-committal and one was "not interested." Some fifty other companies were not represented.

The discussion indicated that eastern household goods warehousemen are anticipating the more general use of vans of 1,000 to 1,200 cubic feet capacity, equipped with pneumatic tires, in their branch of the industry.

With regard to the pending plan to revise the New York body's by-laws Mr. Bostwick brought out that the N. F. W. A. has under consideration a plan for a standard form of arbitration which could be worked in conjunction with the various local associations. It was indicated that the New York by-laws would be phrased to accommodate such a development.

The legislative committee—Charles S. Morris, chairman—reported a decision by the Wisconsin Insurance Commission to the effect that the writing of an automobile liability policy at a fleet rate lower than the proportionate rate for an individual vehicle was in violation of Wisconsin's anti-discrimination law. This ruling was held to be significant.

Mr. Bostwick read a letter written by Frank R. Palmateer, Los Angeles, a member of the N. F. W. A. traffic com-

mittee, to David Bowes, Chicago, the committee's chairman, to the effect that a number of household goods shipments originating around New York and sent on ships through the Panama Canal were being received at San Pedro and Wilmington, California, destinations in unsatisfactory condition and that the steamship company made settlements difficult of adjustment and sometimes impossible.

Ben B. Brown, president of the National Freight Forwarding Co., carload consolidators of household goods via the Panama Pacific Line, defended his service, declaring he did not believe that Mr. Palmateer's letter was intended as a reflection on that service. Mr. Brown commented that warehousemen in the East were sometimes directed by their customers to ship by water.

On motion by H. W. Wastie it was voted to send a letter of condolence to the Pennsylvania Furniture Warehousemen's Association and to the family of the late Charles G. Wightman, who was the Pennsylvania organization's secretary.

William E. Cramer, reporting as chairman of the entertainment, promised an "A1 dinner and entertainment" at the New Yorkers' annual meeting, to be held at the Aldine Club on Jan. 10.

The firm of Peter F. Reilly's Sons, Brooklyn, was admitted to membership.

—K. B. S.

### Illinois

THE Illinois Association of Warehousemen held its annual meeting in December in Chicago and elected officers for the new year as follows:

President, Albert Peterson, Railway Terminal & Warehouse Co., Chicago.

Vice-president, S. C. Tooker, Jr., operating executive Tooker Storage & Forwarding Co., Chicago.

Second vice-president, J. G. Petrutz, secretary Rockford Storage Warehouses, Rockford.

Secretary, Wilson V. Little, Chicago.

Treasurer, A. H. Millward, manager Wakem & McLaughlin, Inc., Chicago.

Directors, H. D. Crooks, proprietor Crooks Terminal Warehouses, Chicago; Elmer Erickson, vice-president Midland Warehouse & Transfer Co., Chicago; C. G. Gardiner, secretary Chicago Shipping & Storage Co., Chicago; Roy C. Griswold, president Griswold & Walker, Inc., Chicago; J. Edgar Lee, president Currier-Lee Warehouse Co., Chicago; W. G. Morgan, manager Soo Terminal Warehouse, Chicago; and Clarence A. Ullman, secretary Federal Warehouse Co., Peoria.

### Cassell Secretary of Penn. F. W. A.

William A. Cassell, secretary of the Twentieth Century Storage Warehouse Co., Philadelphia, has been elected secretary *pro tem* of the Pennsylvania Furniture Warehousemen's Association, succeeding the late Charles G. Wightman. Mr. Cassell was elected at the organization's December meeting in Philadelphia. The annual election of officers will take place in February.



### New Jersey Furniture

THE New Jersey Furniture Warehousemen's Association has gone on record favoring the plan by the National Furniture Warehousemen's Association to establish an eastern branch of the inter-city removals bureau, with offices to be opened in New York City in February.

Discussion of the plan at the New Jersey organization's November meeting, held in Newark, indicated that many of the members considered the contemplated rates too low, together with the remuneration fixed for the warehouseman actually working the moving job.

The association's annual meeting and election of officers will take place at the Berwick Hotel in Newark on Jan. 13.

### Texas

THE Texas Warehouse & Transfermen's Association held its annual meeting at the Gunter Hotel in San Antonio on Nov. 17 and 18. E. D. Balcom, Dallas, vice-president, was in the chair in the absence of the president, Ben Hurwitz, Houston, who was ill. The delegates sent a telegram to Mr. Hurwitz expressing their sympathy.

A committee comprising Mr. Balcom, Edward T. Keough, Houston, the secretary, and William I. Ford, Dallas, to investigate the standing of certain members who had not paid dues and to just whether they should be continued actively on the roll.

In a paper on "Operating Costs," D. W. Tackett, Dallas, said in part:

"It is time for the warehousemen to do something to improve conditions existing in the industry. A great many proprietors have no knowledge of their storage costs, but if they were to take a little time to study the existing conditions, they would soon see that they are experiencing losses where they are of the opinion they make a profit.

"We made a detailed analysis of every allotment we had under our roof, and in one instance it was found that it was costing us \$13 a month to store another man's goods. Then we began to check up on some of the car shipments we were handling and we found other places where it was costing us more than we had anticipated.

"For example, in the handling of a car of a certain brand of raisins we found that more handling was required on such shipments than on the average car. It was necessary to stack the boxes according to certain sizes and grades, and to keep the old stock in front at all times. This often required considerable moving about and the average cost mounted up."

Speaking of operating costs on trucks and rolling stock, Mr. Tackett said he had found that it cost 90 cents an hour to operate a 2-ton truck, not counting the driver's wages.

In the discussion which followed Mr. Tackett explained that the cost of unloading included the checking and supervision and the moving of any piles, if necessary. He explained that his firm

was using five bills of lading on all shipments, the fifth copy being sent to the stock clerk and being in his hands within ten minutes after a shipment was received or withdrawn. This, he stated, had enabled them to keep a much closer check on the amount of merchandise on hand and to make accurate reports to clients.

Gus K. Weatherred, Dallas, in an address on "Ethics To The Customer," pointed out that in rendering service to the customer there was more than a material service to be given, adding that, in order to give the customer the very best effort, a fair price and a fair profit were required. He concluded by asking: "Can we continue to deliver the expected service and not get paid for it?"

The key address of the convention, and the one on which the future of the association rests, was given by Mr. Balcom in a question put before the members: "Has The Time Arrived When Texas Warehousemen Should Have a Full-Time Executive Secretary?"

Mr. Balcom pointed out the many duties falling on the officers, some of which were not given full attention due to lack of time. He explained the advantages of having such a man and pointed out that the small amount necessary to be raised would in all probability be more than returned in increased earnings due to his activities. He concluded:

"And I wish to make a motion that this convention go on record as favoring a paid secretary to use his entire time to make this work a success and that a committee of five be appointed to look up the matter of hiring such a man and that an agreement be entered into regarding his employment and that the cost of such a man, together with maintaining his office, be spread out over the entire State."

This motion was seconded by L. C. Abbott, Fort Worth. A committee was appointed to consider the problem and to report back to the convention. On this committee were W. I. Ford, chairman; F. E. Scobey, San Antonio; L. C. Abbott, L. G. Riddell, Houston, and Gus K. Weatherred.

Henry Reimers, Chicago, executive secretary of the National Furniture Warehousemen's Association, explained the operation of the National's inter-city removals bureau and the Texans discussed delivery costs and charges for packing, crating, etc.

A committee comprising K. K. Meisenbach, Dallas, chairman; Roy Binyon, Gus Weatherred, Roy Strong, and T. L. Waugh, was appointed as a household goods committee with power to make recommendations as to changes in prices charged and the issuing of booklets to contain costs applicable in all parts of the State. A merchandise committee also was created, comprising Mr. Weatherred, chairman; Samuel Fleming, Walter Jenull, Roy Binyon and D. W. Tackett.

The problem of retaining a paid secretary was again broached and the following was adopted:

"For the purpose of raising this sum

(to sustain the office) that the members pay into the treasury an amount equal to ten times the amount of their annual dues and that new members shall be taxed accordingly; such dues to be paid monthly; and with the suggestion that the committee in charge of selecting this secretary shall limit itself to paying \$5,000 per annum for such a man."

This was unanimously adopted by a roll call vote.

Officers were elected for the new year as follows:

President, E. D. Balcom, president Dallas Transfer & Terminal Warehouse Co., Dallas.

First vice-president, K. K. Meisenbach, president American Transfer & Storage Co., Dallas.

Second vice-president, Walter Jenull, secretary Muegge-Jenull Warehouse Co., San Antonio.

Secretary-treasurer, Edward T. Keough, president A B C Storage & Moving Co., Inc., Houston.

Frank Scobey was toastmaster at the annual banquet and talks were made by Louis Westheimer, Houston, and Mr. Ford.

—B. C. Reber.

### Ohio Haulers

A SERIES of district meetings in various parts of Ohio were held during the past month by officers and district enforcement chairmen of the Ohio Association of Commercial Haulers to acquaint the members with the new plan of enforcement recently devised and announced by Frank E. Kirby, secretary and manager of the association.

This plan, formulated to do away with a lot of red tape and delays which arose under the former procedure, is to cite the alleged offender to the Ohio Public Utilities Commission to determine if the person so cited is a commercial hauler within the meaning of the law. When the status of the alleged offender is established the case is brought in the Court of Common Pleas and the finding of the Ohio Utilities Commission is *prima facie* evidence.

The case is thus simplified in that the enforcement committee of the Ohio Association of Commercial Haulers, which looks after such prosecutions, has only to prove that the party cited did commercial hauling without the proper license.

In a case which came up in Revenna, Portage County, the defendant was fined \$100 and given a year's sentence in jail. The case is now being appealed and upon the final decision will rest the procedure to be followed in the future.

Meetings have been held recently in Lima, Cleveland, Canton and Youngstown. Frank Schmidt, Toledo, president of the association; David Edwards, Columbus, treasurer, and Mr. Kirby, secretary and manager, explained the new procedure. All of the meetings were well attended and much interest was shown in the plan. Additional meetings will be held shortly after the first of the year.

Secretary Kirby announces that more

than 75 new members have been admitted to the association during the past two months.

—J. W. Lehman.

#### Long Distance Removals

The National Furniture Warehousemen's Association plan to establish an eastern branch of the inter-city removals bureau in February was discussed at the November meeting of the Connecticut Warehousemen's Association, held in New Haven on the 18th. The Nutmeg body voted to recommend a rate of \$1 a mile for first and 70 cents a mile for second classification.

The Central New York Warehousemen's Club at its November meeting, held in Syracuse on the 20th, accepted the plan presented by the National. A rate basis was prepared and sent to the National's executive secretary, Henry Reimers, Chicago.

The Pennsylvania Furniture Warehousemen's Association at its November meeting, held in Philadelphia on the 9th, recommended that the following should be the basis of charge: One mill per cubic foot mile, plus one cent per cubic foot load for loading, plus one cent per cubic foot load for unloading, with additional charge for pianos and for higher floors.

#### Nashville Association Elects

The Nashville (Tenn.) Transfer & Storage Association held its annual meeting at the Chamber of Commerce in December, and elected officers as follows:

President, Thomas F. Squires, secretary Nashville Warehouse & Elevator Corp.

Vice-president, N. C. Hayes.

Secretary, G. C. Billingsley.

Directors, Henry S. Sawrie, owner Sanders Transfer & Storage Co.; W. H. Gwin, Jr., J. H. Whittaker, and C. A. Durham, owner Durham Transfer & Storage Co.

D. R. Benedict, secretary of the Southern Warehousemen's Association, was the association's guest and led the discussion of local transfer and storage problems.

#### Walker Succeeds Dial

Charles E. Walker, secretary of the Independent Transfer & Storage Co., Huntington, W. Va., has succeeded C. C.

Dial as secretary of the Huntington Truckmen's Association, with which a number of local warehouse and transfer firms are identified.

#### Los Angeles Firm Stores Barrels in Special Racks

**R**ACKS for heavy barrelled goods are made of 4 x 4's by the Los Angeles Warehouse Co., Los Angeles, which has ten such racks, with a combined capacity of 454 barrels. The majority of barrels stored in these racks are filled with syrup, which weighs over 800 pounds per barrel, including the package.

The barrels are supported by parallel pairs of 4 x 4's, placed two feet apart, horizontally. The lower pair rests upon the floor, above which there are three more pairs, each four feet above the one below, thus providing for four rows of barrels in each rack.

One rack holds 48 barrels, four racks support 64 barrels each, while five more each support 32 barrels.

The supporting posts are braced with 2 x 4's and are about six feet apart, lengthwise, and far enough apart the other way to permit the rolling of barrels between. The latter are raised and lowered by an Economy hand elevator, placed at one end of the rack. The barrels are rolled off the elevator onto the rack and kept rolling until they reach the desired position.

As the firms which store barrelled goods at the Los Angeles warehouse do about the same volume of business all the time, the number of barrels on the racks does not vary greatly from month to month or from year to year; therefore the space is well occupied all the time.

#### New Eldredge Co. Manager

Announcement is made by Willard Eldredge, president of the Eldredge Express & Storage Warehouse Co., Atlantic City, N. J., that Park W. Haverstick, formerly identified with the Pennsylvania Railroad, is now vice-president and general manager of the Eldredge company. Mr. Haverstick is a director of the local Rotary Club and has long been active in the civic affairs of Atlantic City.

#### Transfer Company Paints Vans Yellow

Yellow cabs have become identified in the public mind with quick, dependable service. Why should not yellow vans enjoy a similar reputation?

The idea seemed a good one to the officers of the Los Angeles Warehouse Co. Consequently they had all of their vans painted a bright orange color not long ago. The Yellow Van & Storage Co., which makes a specialty of moving household goods, was formed and is earning an enviable reputation with Los Angeles householders.

*"Always let your moving plans  
Include the padded yellow vans."*

*"You call—we haul."*

The above slogans are printed on a neat yellow card and widely distributed to prospective customers.

Color forms the easiest possible method of identifying a vehicle; therefore when a certain color becomes associated in the public mind with a good transportation service it is a valuable business asset. The Yellow Cab Co. long ago recognized this fact and capitalized it to great advantage.

There would appear to be no reason why a transfer company cannot profit by the same method.

Yellow, especially its shades of orange and gold, is a very desirable color, because it has so many pleasant associations. Gold is the standard of value the world over and is widely used in the manufacture of jewelry and as a synonym for whatever is good and precious. The orange is one of the most popular of fruits, while orange blossoms suggest June brides. Yellow is cheerful and bright, like sunshine, and is full of warmth and comfort.

"Call a yellow cab"—or a yellow van.

#### N. F. W. A. Notes

Odom's Transfer & Storage Co. El Paso, Tex., has resigned from the N. F. W. A.

The C. A. Ables Transfer, Riverside, Cal., has been reinstated to membership.

The Orlando Bonded Warehouse, Inc., Orlando, Fla., is no longer a member.

## Announcement

Beginning with the February Issue

Philip L. Sniffin

Will Resume Writing on Motor Truck Topics for *Distribution and Warehousing*. During a Long Illness Mr. Sniffin Has Been Absent from These Pages. The First Article of His New Series Will Be Published Next Month. It Is Entitled "New Thoughts on Your Truck Repair Methods."

# Motor Truck Legislation Will Not Be Enacted by Congress at the Present Session

By GEORGE H. MANNING

(Washington Correspondence)

**N**O attempt will be made at this session of Congress to enact any legislation dealing with the regulation of motor trucks and buses operating in interstate commerce, in spite of the fact that there is a general demand for such legislation and very little opposition to the measures proposed.

Those in charge of such bills in both the Senate and the House of Representatives have said quite definitely that nothing would be done about them unless some urgent need for haste arises. Such urgency is not expected to develop. The Interstate Commerce Commission has not yet completed its survey; the national organizations favoring regulatory laws are not disposed to press hard for immediate action, and no local problem has been shown to be of sufficient importance to call for Congressional action at this time.

Even the problems of the Camden-Philadelphia bridge and the Hudson River vehicular tunnel, which last year caused the introduction of a special emergency bill, appear not to have impressed Congress as being sufficiently acute to require Federal action.

This special bill was introduced by Senator Reed of Pennsylvania, was passed by the Senate on May 10, and was referred to the House committee on interstate and foreign commerce, which already had before it an identical bill introduced by Representative Bacharach of New Jersey. That committee voted not to take up the bill last session. It does not have to be introduced again, and could be taken up by the committee at any time, but its chairman, Representative Parker of New York, announced at the beginning of this session that a number of important railroad bills would be dealt with and no consideration would be given to the Reed-Bacharach bill.

Representative Bacharach has declared that he will not press for action on the bills, as he has no further interest in it. He introduced it at the request of the south Jersey independent bus operators' organization; neither the Delaware River bridge nor the Hudson River tunnel are in his district, and he feels that those who favor the measure have not made out a particularly strong case for it.

The general bill providing for the interstate regulation of common carriers of goods and passengers by motor vehi-

cles is also as good as dead for the rest of this Congress. It was introduced by the late Senator Cummins of Iowa in cooperation with the National Association of Railroad and Utilities Commissioners, and hearings were held on it, but no action was taken by the Senate committee on interstate commerce. Meanwhile Senator Cummins has died, and the chairman of the committee, Senator Watson of Indiana, declared recently that there was very little chance that anything would be done with the bill at the short session.

During the summer the Interstate Commerce Commission conducted a thorough inquiry into the whole field of interstate truck and bus transportation, held hearings throughout the country, and invited all interested to participate. In its annual report, made to Congress on Dec. 9, the I. C. C. said concerning this study:

## I. C. C. Report to Congress

"When we instituted this investigation last May, it was thought possible that we might submit a report based thereon to Congress at the session convening Dec. 6, 1926. The size of the record, due to the scope of the inquiry and the numerous and diverse interests involved, and the fact that parties who appeared were given until Nov. 15 in which to file briefs, make it possible for us to report at that time. Analysis of the record is now in progress."

Congress will not act until it receives this report from the I. C. C., and it is extremely doubtful if the report will be made in time to be considered before adjournment on March 4.

Under the United States Constitution, Congress alone has power to regulate interstate commerce, and the Supreme Court in March, 1925, ruled that States cannot impose anything but ordinary police and safety regulations on interstate trucks and buses. Throughout the hearings held by the I. C. C. there was a feeling that Congress should enact some sort of a law which would reserve general regulation and decision of appeals to some Federal body, probably the Interstate Commerce Commission, and permit the State Utilities Commissions to handle local problems. Such a law would involve some rather unusual constitutional questions, and it is certain that Congress would give the mat-

ter much thought and study before enacting it.

Among those who favor the enactment of such a law are the American Railway Association, the Association of Railway Executives, the American Short Line Railroad Association, the Chamber of Commerce of the United States, the National Automobile Chamber of Commerce, the American Automobile Association, the National Association of Public Utilities Commissioners, State railroad Commissions, and many truck and bus companies. None, however, appears to care to take the initiative and insist that Congress act at once.

This situation was recently summed up by Bird M. Robinson, president of the American Short Line Railroad Association, who criticized the small railroads in his association for their apparent lack of interest, declaring:

"We are advised and believe that, upon the whole, the showing made by the advocates of regulation of motor buses and trucks, especially by those engaged in interstate transportation, was not impressive, if not weak, and as a result we fear that the finding of the Interstate Commerce Commission will be such as not to aid in securing the enactment of any law by Congress regulating the operation of that kind of transportation facilities."

## A Railway Viewpoint

**A** BRIEF outlining of the attitude of the principal railroads regarding regulation of interstate motor vehicle commerce, and recommending a system of Federal regulation which would utilize the services of local authorities as administrative agencies, has been filed by Alfred P. Thom, general counsel of the Association of Railway Executives, with the Interstate Commerce Commission in connection with the commission's recent study of the problem.

Mr. Thom said he desired to correct the impression that the move toward regulation "originated with the steam carriers and is being pushed by them for the purpose of selfishly protecting themselves from the competition" of motor vehicles. He continued:

"The decision of the Supreme Court of the United States, which cleared the field as to the powers of the States in respect to regulation and distinctly declared the requirement by a State to be void that its consent to do interstate



commerce on the highways should be secured as a prerequisite to engaging in such business, was made on the third of March, 1925. The pioneer movement to deal with this subject was inaugurated, according to my information, by the National Automobile Chamber of Commerce by a meeting in Chicago in May of 1925 and resulted in what was known as the Midwest Transport Conference to which were invited representatives of all the various interests affected by this decision of the Supreme Court.

"I do not desire the railroads to be considered for a moment in the position of, from any selfish standpoint, pressing for this legislation or of advocating it.

"Recently in Boston I had the privilege of addressing the Associated Industries of Massachusetts, and in that address I announced the attitude of the railroads in regard to this question. This announcement I am now authorized to repeat. I was discussing the problems which were confronting the railroads in their relation to the public, and I said:

"We are also confronting problems created by the introduction of new agencies of transportation, such as the motor vehicle on the highway, the airplane and greatly expanded and improved systems of waterways. At least one of them—the motor vehicle on the highway—has already made a demonstration which entitles it to rank as a permanent and useful addition to our transportation facilities. It has even now become a substantial competitor in the transportation field for the carrying of persons and commodities.

"The public right to the selection of the agency of transportation which it wants and which it finds most useful must be respected, and the railroads will be no party to an effort to strangle and destroy, under the guise of regulation, a new agency of transportation which the public wants and which can serve it usefully. All that they will ask is that the terms of competition shall be fair and that nothing shall be done which will

impair or destroy existing agencies essential to the commerce of the people. Whatever is done must be done to improve transportation, not to impair or destroy it. The supreme test must always be the interest of the public.'

"I have listened with great sympathy to the testimony which has been presented indicating the great usefulness of the motor vehicle on the highways. I find myself in substantial agreement with what has been claimed, generally speaking, for this method of transportation.

"Of course, the public has an interest in the question from several standpoints. In the first place, it has an interest in the question of whether or not the method of operation of this new agency will tend to deprive it of another method of transportation which is essential to its interest and without which the public welfare can not be protected. For example, if the effect of the introduction of this new agency into a given territory will be to so impair the earnings of an existing transportation facility there that it can not continue to satisfy the public needs, the question properly arises: Where does the public interest lie? Does it lie in taking the substitute and doing away with the existing facility, or does it lie in preserving the existing facility and not having the substitute? That question is one for some independent body to determine. If the effect of the new system of transportation will be to destroy the old one, then somebody must determine whether it is in the public interest that it shall have that effect.

"Now that seems to me to present a fair question of public interest. It seems to me that it ought to be determined by some authority that will not undertake to make the determination in the interest of private individuals on either side—of private enterprises on either side—but make the determination strictly from the standpoint of what the public interest requires.

"The importance and the need for some

kind of regulation is indicated not only by the public interest which I have mentioned, but is indicated by the extent to which regulation has been resorted to by the States in response to the necessities to which I have alluded. Thirty-eight States out of 48 have some kind of regulation of carriers engaged in intrastate commerce.

"I think that Congress may approach this subject from the standpoint of unlimited power over the whole question of regulating interstate commerce carried on by motor vehicles on the highways. Having this unlimited power, it may limit itself and occupy only a part of the field, and may leave another part of the field—that which ordinarily comes within the police powers of the State—to regulation by the States."

#### A N. I. T. League Report

A report submitted by the highway transportation committee of the National Industrial Traffic League at a recent league meeting challenges the pertinence of the movement to regulate common carrier trucks in interstate commerce and said that "there is no visible demand on the part of the public for regulation of motor trucks engaged in interstate commerce, while railroad representatives favor regulation."

In the findings of the report it was said that interstate motor truck commerce furnished a character of service unobtainable in other traffic agencies; that the motor truck enabled the conduct of business with smaller reserve stocks, thus reducing capital investments; that the so-called "fly-by-night" truckman was rapidly being driven from the roadways; and that the number of bus or truck owners favoring regulation marked only a small percentage of the whole; and that there was a considerable difference of opinion among those favoring regulation as to whether it should be effected by the Federal Government, the State governments or a combination of the two.

## Frame Lift Truck Platform of New Type Offered to Warehousing

A NEW steel frame lift truck platform, adaptable for use in public warehouses and manufacturing plants, has been placed on the market by the Lewis-Shepard Co., Boston, makers of jack-lifts, stackers, etc. The principal advantages of the new platform, which is illustrated herewith, are described by the company as follows:

"1. The clearance from the underside of the platform to the floor is the same on both sides and both ends. This permits a lift truck to be backed in under either side or either end. Heretofore platforms have been of such design that the lift truck could be pushed in only under at either end of the platform, and it was frequently necessary to move materials in order to get access to the front of a platform, and the lift truck system has been handicapped because of this.

"2. This new platform is steel bound all around. All boards are protected by steel binding. In particular, the ends are armored, which is a new development. This extra armoring protects the end boards, which must stand the bump of the lift truck backed in under either end. The end boards have always been the first to break, and this considerable expense is now overcome.



Here is the new type of frame lift truck platform produced by Lewis-Shepard Co., Boston

"The steel frame is a unit in itself and does not depend upon the clamping of the steel frame and feet to the wood top for strength or rigidity. It is actually a steel to steel assembly.

"4. The entire metal structure is arc-welded into the equivalent of one solid piece. There is not one hole bored, and each part is that much stronger, for holes take away the strength. Not a bolt or rivet is used in the entire platform, and so there are no bolts or rivets to loosen up. The frame being independent and standing by itself is real building construction.

"5. The top of the platform is flat. The steel does not extend above the boards nor the boards above the steel. There are no bolt heads protruding. An absolute flush top is advantageous in handling all kinds of material."

## Lawrence Co. Reorganizes; Capitalizes at \$2,000,000

**R**EOrganization of the Lawrence Warehouse Co., San Francisco, has been announced by Al T. Gibson, president of the corporation, which is one of the largest warehousing firms on the Pacific coast. Involved in the reorganization is the consolidation of the Lawrence company, the Erikson Navigation Co., San Francisco, and the Bay Cities Transportation Co., San Francisco and Oakland. The three are now merged in the Lawrence Warehouse Corporation of Nevada, capitalized at \$2,000,000.

Mr. Gibson remains president of the new corporation, with directors as follows: C. W. Durbrow, of the Southern Pacific Railroad; George S. Brown, of Reno, Nev.; Robert Oxnard, former president of the American Beet Sugar Co., of Oxnard, Cal.; W. F. Cordes, San Francisco, capitalist; J. Curtis Swayne, Al T. Gibson and Clyde Hildreth.

"The number of warehouses operated by the Lawrence company in the Pacific Slope States has increased by 50 per cent in the past six months," said Mr. Gibson. "We feel that even this unprecedented growth was impeded by a disproportionate capitalization; hence the reorganization. We believe that, under the new merger, progress will be even greater than before."

Mr. Gibson in December took a trip to the Pacific Northwest for the purpose of establishing branches of the new corporation at Portland, Ore., and Seattle, Wash.

The Erikson Navigation Co. operates a large motor-tug and barge-towing business on San Francisco Bay, particularly with reference to long-distance hauls, including points on the tributary Sacramento and San Joaquin Rivers.

The Bay Cities Transportation Co. operates a barge service, towed by motor tugs, between San Francisco and Oakland, with regular twice-a-day schedule across the bay. Its Oakland terminus, at the foot of Clay Street, already large, is to be materially expanded under the reorganization. J. J. Lankin is manager of this company, of which Mr. Gibson has been the president since its organization some years ago.

### Neal Company to Build

The Neal Fireproof Storage Co., Cleveland, has leased a site for a new warehouse in the Heights section, one of the city's fine residential districts. The new plant when completed will cater especially to families who store their household goods while spending the winters in California and other resorts and abroad. The plans for the structure have not yet been completed.

### Sprinkler Protection in Winter

The New York Fire Exchange, through Willis O. Robb, its manager, warns occupants of sprinklered premises of the necessity for extra care of automatic

sprinkler equipment during cold weather. In previous winters, in times of intense cold and partly owing to the scarcity of coal, much trouble has been experienced with sprinkler systems.

An inspection should be made to see that broken windows and ventilators which let in the cold are repaired and kept closed, and heating system should have a capacity of a minimum of 40 degrees temperature at all times, including Sundays and holidays.

The sprinkler equipment should be examined and wrapped wherever wrappings are necessary to prevent freezing.

A number of other precautions are suggested, details of which can be obtained by communicating with Mr. Robb at 85 John Street, New York City.

## Distribution Figures May Be Collected

**T**HE day will come when American business will be conducted on a basis of national figures gathered by the Government and other agencies, it was predicted at a December meeting of the committee on collection of business figures of the Chamber of Commerce of the United States.

The committee has a plan which calls for the collection and publication of figures of distribution, rather than those of production. The latter, it was contended, fail to give the complete picture of industry.

A statement was read to the committee from Secretary of Commerce Hoover, who said in part:

"We are almost wholly lacking in the basic data as to distribution. We know our production in most important lines of industry and we know a great deal about stocks in the hands of producers. But we know very little as to stocks in the hands of consumers. If we had a census of distribution I am convinced that this information would automatically eliminate a great amount of waste in the whole distribution machinery."

### Tait Appointed Executive

Charles F. Tait, former president of the Western Steamship Agency, Inc., of Los Angeles, representative at San Pedro of the Furness Line, has been appointed assistant general manager of the Associated Terminals Co., the De Pue Warehouse Co. and Occidental Forwarding Co., all of San Francisco, according to announcement by Gerald Fitzgerald, president of the three companies. Mr. Tait's headquarters are in San Francisco, where he has assumed his new duties.

Announcement of his appointment was made at a banquet in Tait's honor held at the Jonathan Club, Los Angeles, and attended by prominent members of the warehousing and shipping industries.

## Part of Norfolk Base Will Be Used for Storing Coal

(Washington Correspondence)

**U**NDER pressure from the War Department, the Navy Department is trying to definitely determine what part of the Army Supply Base at Norfolk it needs for a coal storage plant.

Secretary of the Navy Wilbur has directed Rear-Admiral R. E. Coontz, commander of the Fifth Naval District, with headquarters at Hampton Roads, to investigate and report what portion of the Norfolk Army supply base and other Army property in the Fifth Naval District is needed for naval purposes. A report is expected from Admiral Coontz shortly.

Congress, at its last session, authorized the War Department to dispose of the 273-acre tract of land at Norfolk which was formerly used as an Army supply base. The War Department was required under the law to notify all the other Federal departments that this land was surplus before selling it to private parties.

The Navy Department came back with a request for a slice of this land, approximately 87 acres, on which to establish a naval coal storage plant, but did not specify what portion of the 273-acre tract was needed. The War Department has been trying ever since to get this information.

Secretary Davis has been prodding Secretary Wilbur rather insistently about it lately and is expecting something before long so that the War Department can go ahead with the transfer or sale of this surplus property.

—G. H. M.

### Boston to Have Market Terminal

Wholesale dealers and jobbers in fruit and produce in Boston are to have a definite and central distribution point for the first time through an agreement entered into between the Boston Terminal Market Co. and the New York & New Haven & Hartford Railroad, estimated to involve between \$7,000,000 and \$10,000,000 yearly. Distribution and the changing of transportation of the bulk of the fruit and produce from other railroads will be more rapid and lessen the traffic congestion in the market district.

The plan, definitely decided on between the railroad officials and the fruit and produce men, was signed by Benjamin Campbell, vice-president of the New Haven road, and George F. Colley, president of the Boston Terminal Market Co.

The magnitude of this enterprise is shown in the fact that the Terminal company embraces thirty-two fruit and produce firms, or about 90 per cent of the entire tonnage brought into Boston.

### New Insect Powder

A powder made from lettuce roots roasted and ground has been developed in England for keeping insects away from furs in storage.

## Stabilization Is Begun of Truck Retail Sales Policies

THE "fallacy of selling trucks to irresponsible operators" is discussed by Norman G. Shidle, editor of *Automotive Industries*, in a recent article in that magazine. After alluding to "the very definite measures which are being undertaken at present to limit retail financing terms and to require at least 20 or 25 per cent down payment," Mr. Shidle continues:

"Truck manufacturers and operators, of course, are not in complete agreement as to any fixed set of rates and terms which should be considered as 'sound.' Most truck executives, to be sure, seem to feel today that 20 per cent down and 18 months to pay constitutes a thoroughly sound basis upon which to sell trucks. Nearly all of them, however, see the possibility of perfect safety in selling on longer terms in certain specific instances. One man in constant touch with truck operating groups believes that trucks should be sold to big fleet operators, such as department stores, on open account, just as are the other goods which those fleet operators buy. Some truck executives agree that vehicles can and should be shipped to such gilt-edged credit risks without any down payment. But it is pretty generally thought today that the only operator who should be granted long terms is the one who basically doesn't need them.

"Truck manufacturers scarcely could have found a better time to attempt seriously to stabilize their retail financing situation. Admitting that some curtailment in sales may be necessary to achieve their ends, they are going at the problem just when they are completing another record production year. Truck output for 10 months this year is 9.6 per cent ahead of production for the same period in 1925. The replacement market, growing for some years past, by 1927 will have achieved quite respectable proportions—possibly it will account for some 125,000 vehicles, thus assuring a good basis upon which to build sales records. And business conditions in general remain stable, with 1927 prospects fairly bright.

"All in all, an excellent time has been chosen to begin vitally needed revisions in marketing practices."

### Neal Demolishing Process

Following two tests conducted by the Government, after which the system was declared 100 per cent efficient, the Neal Fireproof Storage Co., Cleveland, has placed its new demolishing process in operation in its main storage plant at 7208 Euclid Avenue.

A room in the warehouse formerly used for trunk storage and containing 1000 cubic feet was set aside for the process. This was made airtight and then various experiments with chemicals for killing moths were conducted. Mr. Neal finally decided on the use of hydro-

cyanide acid as being most effective. Then tests were made by the United States Department of Agriculture, and after the second trial Dr. E. A. Back, of the Department, declared the Neal system efficient.

Furniture, pianos and clothing to be demothed are placed in the room, and a metal tray, two inches deep and containing strips of felt, is filled with acid. The heavy, air-tight door is then closed and the goods are left in the acid-charged room for from thirty-six to forty hours. At the end of this time, vents operated from the outside are opened and the acid fumes are allowed to escape out of doors through other vents in the ceiling and walls.

The acid, being heavier than air, works downward from the tray at the top of the room and permeates all parts of the goods in storage.

For this service an extra charge is made.

### Boston Free Port Problem

The question of a free port for Boston, which has been thoroughly threshed out here during the past two years, came to a head on Dec. 1 when the Massachusetts State Department of Public Works filed a report opposing free port legislation for the Port of Boston until Congress had first acted.

The Department's division of waterways, which made the report, recommended, however, that it be given the authority to continue its investigation because of the importance of the proposed project.

### Would End Some Liquor Storage

Of interest to warehousemen storing medicinal spirits is a statement issued by Lincoln C. Andrews, Assistant Secretary of the Treasury, in charge of prohibition enforcement, explaining a bill which he purposed to present to Congress providing for setting up a private corporation to handle all such spirits and to be the sole source of supply.

The machinery would provide for manufacture for replenishment of supplies and for distribution of medicinal spirits direct to the retail druggist under Government regulation, according to General Andrews, who said that a saving of about \$1,000,000 a year in the administration of the prohibition law would result through the enactment of his bill into law.

"There are today in customs bonded warehouses, etc., supplies of pure spirits which cannot be disposed of legally," the statement read in part. "From time to time considerable quantities of spirits suitable for medicinal purposes are confiscated that generally have to be destroyed. All these spirits, instead of being wasted, should be made available for the replenishment of the national supply of medicinal spirits."

General Andrews held that "30 out of 37 of the present concentration and storage warehouses" would be eliminated.

## President Coolidge Holds Instalment Buying Helpful

INQUIRIES made by Washington newspaper correspondents at the White House on Dec. 3 to ascertain President Coolidge's opinion concerning the widespread prevalence of buying on the installment plan and spread of credits to persons of modest means brought out the fact that the President is not in sympathy with the view of some economists that this condition is a bad thing for the country and full of economic danger.

According to the President's way of thinking, there is no cause for alarm in the installment plan tendency. He told those who inquired that he had no information on the subject from any of the Government departments which would give uneasiness. It was his recollection that the country's estimated income was \$70,000,000,000, and, comparing this with estimated outstanding credits of \$2,000,000,000, the disparity was not great enough to cause reason for apprehension.

The President gave his visitors the impression that he regarded installment buying and its credit system as rather a good thing. He looked at it as a modern method of doing business, beneficial to persons of small incomes, and as presenting a means of obtaining credits that ordinarily would be denied to them.

It was, according to the understanding obtained of the President's view, an orderly way of extending credits to those who have fixed regular incomes with whom credit arrangements could be made, based on percentages of income to credits desired and length of time within which to pay.

### The Traffic Man's Job

"The Industrial Traffic Manager" is the title of the fourth of a series of "Business Organization" leaflets being issued by the Policyholders' Service Bureau of the Metropolitan Life Insurance Co. Copies may be obtained by addressing the Bureau at 1 Madison Avenue, New York City.

In the first part of this leaflet appears an organization chart of a typical centralized type of traffic organization, and a description is allotted to the duties of the traffic manager, his assistant, chief clerk and all the other person under the traffic manager. The second part is devoted to information for this executive, including information from within the company and from without. The third part is given over to the value of the traffic manager, and the fourth part to his place in an organization.

### National Stores Building

The warehouse, garage and manufacturing building which is being constructed for the First National Stores in East Somerville, Mass., are expected to be ready for operation in the spring. It will be of brick and concrete, variously one and three stories high, and 560 by 300 ft.



## Death from Heart Disease Removes Chas. G. Wightman

**G**REAT and abiding sorrow to his many friends in the furniture warehouse industry throughout the country has been brought by the sudden death from heart disease, on the morning of Dec. 7, of Charles Gerry Wightman, vice-president and operating manager of the Atlas Storage Warehouse Co., Philadelphia. Mr. Wightman, who was apparently in fair health, was stricken about 8.15 while driving his automobile from his home, 136 Hilldale Road, Lansdowne, Pa., to his office, 4015 Walnut Street. When his car reached the corner of Fifty-eighth Street and Cedar Avenue, two motorists, who were driving north on Fifty-eighth Street, heard the noise of a blow-out. At the same time they saw Mr. Wightman suddenly collapse and fall forward against the steering wheel of his car, which careened over the curb and was about to crash into a house. Leaping from their seats, the two motorists ran after Mr. Wightman's car and stopped it.



*Widely known Philadelphia warehouseman who died suddenly Dec. 7*

They took him in their automobile to Misericordia Hospital, near by. He was still breathing, but died just before physicians reached his side.

Mr. Wightman, who was 56 years old, recently had been taking treatment for neuritis, but apparently he was not disturbed about the state of his health, although his physician had recently prevailed upon him to use a car instead of walking up the incline to his home.

Mr. Wightman is survived by his wife, Mrs. Katharine M. Wightman; two daughters, Miss Helen L., 24 years old; Miss Dorothy, 21, and his mother, Mrs. Ellen B. Wightman, widow of Charles G. Wightman, after whom their son was named.

Funeral services were held at the family residence with the Rev. Milton C. Westphal and the Rev. O. C. Brown, Lansdowne Baptist Church, and the Rev. Frederick R. Griffin, First Unitarian Church, Philadelphia, officiating.

The pallbearers were Walter E. Sweeting, business associate of Mr. Wight-

man, and Frederic E. Aaron, both of Philadelphia; Walter Culbertson, Indiana, Pa.; Henry Wilson, Oscar M. Hokanson, C. Carroll Lippincott, and Chester N. Pyle, all of Lansdowne.

Fifty-one members of the warehousing industry attended the funeral, coming from near-by points and from Baltimore, Washington and New York City. Among the Philadelphia warehouses represented were: Atlas Storage Warehouse Co., Twentieth Century Storage Warehouse Co., Powelton Storage Warehouse, Fidelity Storage & Warehouse Co., Miller North Broad Storage Co., Pennsylvania Warehousing & Safe Deposit Co., Monarch Storage Co., Walker Storage Co., Inc., and others.

Mr. Wightman's business associates and many of the warehousing companies, both in and out of the city, sent handsome floral tributes, some of these coming from as far away as Boston. New Jersey warehousemen were well represented at the last rites, as were the organization to which Mr. Wightman belonged, including the Pennsylvania Furniture Warehousemen's Association, the National Furniture Warehousemen's Association and the Optimists Club. Interment was in Laurel Hill cemetery at 2 p. m. on Dec. 9.

Mr. Wightman for ten successive years, or ever since its inception, had been the secretary of the Pennsylvania Furniture Warehousemen's Association, in the founding of which he was instrumental. In this connection it is fitting to quote, as typical of his fellow men's opinion of him, a brief appreciation of his worth as voiced by Walter E. Sweeting, later to become his business associate, at the fifth annual meeting of the Pennsylvania association on Feb. 14, 1922. Mr. Sweeting, then president, when the result of the balloting had been announced, said of the newly reelected secretary:

"I have recently been as far west as the Pacific Coast, and I met a lot of warehousemen who have known him in times past and whom he has known; and there is no better beloved warehouseman in this country, from the Atlantic to the Pacific and from Canada to the Gulf, than 'Charlie' Wightman, the man you have elected to be your secretary; a man respected and loved by warehousemen who have known him for years."

To members and acquaintances of Mr. Wightman the poignancy of this tribute stands out with special meaning at this time. Many evidences of his fellow members' affectionate regard have since then been extended to Mr. Wightman, but perhaps none more touching.

Mr. Wightman was extremely active in association work and was one of the first directors of the National Furniture Warehousemen's Association. He was a former president of the old Penn Storage and Van Co., of Philadelphia, and became vice-president of the Atlas Storage Warehouse Co. when the two concerns were consolidated in 1923. Prior to that he was the Philadelphia representative of the Bowling Green Storage & Van Co., New York City. He was a native of Bristol, Conn.

## Bill Introduced to Provide Standard Grading of Apples

**R**EPRESENTATIVE ROGERS has introduced in the House at Washington a bill providing for standard grades for apples. The bill was referred to the committee on coinage, weights and measures.

Mrs. Rogers proposes in her bill that apples packed in boxes and other containers shall be of three standard grades: those of minimum size two and one-half inches in transverse diameter; those of two and one-fourth inches; and those of two inches in diameter. Containers of apples would be branded, according to the bill, in accordance with these standards.

The bill provides that containers of apples shall be deemed misbranded if they bear any statement, design or device indicating the apples contained therein are of standard grades when they are so packed as not to conform with the provisions of the proposed law.

Odin C. Mackay, general manager of the cold storage department of the Quincy Market Cold Storage & Warehouse Company, Boston, speaking at a recent market meeting of the Massachusetts Fruit Growers' Association, discussed the present storage situation in apples and urged the use of the laboratories of his organization to solve the storage problems.

The Massachusetts Fruit Growers' Association, at a meeting at the State House in Boston, on Dec. 2, discussed the proposed changes in the Federal statutes which would permit the shipment of apples in containers other than barrels. It was clearly brought out that the proposed amendment would in no way affect the Massachusetts grading law.

It was voted that Mrs. Edith Nourse Rogers, Lowell, a Member of Congress, at whose request the meeting was called, should file a bill to provide for the amendment when she returned to Washington. The amendment, Mrs. Rogers said, probably would meet opposition from West and South.

## Stouffer Transferred to New York

The New York office—at 25 Beaver Street—of the National Terminals Corp., operating warehouses in Indianapolis, Cleveland, Cincinnati, Chicago, Detroit and other cities, is now represented by H. G. Stouffer, formerly the company's southern sales manager. He has been connected with the company for a number of years in various cities. Transferred from Indianapolis, he succeeds W. J. Evans as eastern representative in New York.

## Revolvator Telescopic Model

The Revolvator Co., manufacturers of portable elevators, lift trucks and barrel racks, has issued a bulletin, No. 90G, describing a new telescopic model "Revolvator." Copies may be obtained by addressing the company at 336 Garfield Avenue, Jersey City, N. J.

## Would Turn Hoboken Piers Over to Private Operators

(Washington Correspondence)

**S**TRONG influences are being brought to bear on the Administration by Senators Edge and Edwards of New Jersey and the North Jersey Congressmen to have the United States Shipping Board turn over the big Hoboken piers, one of the largest water and storage terminals in the country, to the War Department, so that they can be released to private ownership.

As an opening move in this direction, following the convening of Congress for the current short session, Senator Edge called on President Coolidge at the White House and discussed with him the whole situation.

The Hoboken piers were turned over to the Shipping Board from the War Department by an executive order of President Wilson. They belong to the War Department but are operated by the Shipping Board. The latter cannot sell them, but the War Department can if it regains entire control of the piers, and as the sale cannot be made until the President acts, Senator Edge conferred with the Chief Executive to discuss the issuance of an executive order transferring the piers back to the War Department.

Senator Edge explained to the President the financial plight of Hoboken's city government, which has been facing a serious deficit since it lost the taxes formerly paid by the private owners of the piers to the municipality. Taxes on the operation of the piers constituted one of Hoboken's chief sources of revenue before the Government took them over during the war. Hoboken now gets no taxes from them because Government property is not subject to taxation.

The city officials of Hoboken have contended that the Government should pay taxes on the piers because the Shipping Board has turned operation of the piers over to the Emergency Fleet Corporation, a corporation in fact, which competes in business with private capital.

### Conference Planned

Senator Edge, Senator Edwards and Congressman Auf der Heide of Hoboken have arranged a conference to be held in Washington with city officials of Hoboken and officials of the War Department and Shipping Board participating. At this time several plans will be discussed looking to the regaining of revenue for Hoboken and satisfactory operation of the piers.

"Inasmuch as the Shipping Board is now offering for sale the large passenger and freight vessels operated by the U. S. Lines, which ships use the Hoboken piers," according to Congressman Auf der Heide, "I believe serious consideration should be given by the Administration to the plight of the city of Hoboken, which has been deprived of millions of dollars of revenue by reason of Government ownership of piers in that city."

"It is costing the people of Hoboken about \$500,000 a year as long as the Government owns these piers. This is the amount of taxes lost to Hoboken by reason of Government ownership."

The United States seized the Hoboken piers in April, 1917, as a war measure, and on June 28, 1918, by Presidential proclamation, the Federal Government took title to the property. Prior to Government ownership the piers had borne one-tenth of all the taxes of the city, and the loss to the city caused by Government ownership is estimated by the assessor of the city of Hoboken at more than \$3,000,000.

The assessed value of the Hoboken piers is now about \$10,000,000. While the city has lost much money by the cessation of taxes from the piers, figures show that the Shipping Board has made a substantial profit from them. For the fiscal year 1925 the profit accruing to the Shipping Board from the operation of the Hoboken terminals amounted to \$134,898; in 1924, the profit from the terminals was \$141,194; in 1923, the profit was \$514,432; and in 1922, \$520,039.

—G. H. M.

### New Little Rock Plant

The new five-story reinforced concrete sprinklered warehouse of the Terminal Warehouse Co., Little Rock, Ark., is expected to be ready for occupancy by April or May, according to S. J. Beauchamp, president. Work had progressed to the second floor early in December.

The building has a frontage of 300 ft. and a depth of 125 ft., and will contain 187,500 sq. ft. of floor space. The cost of the warehouse and the ground is \$525,000. The plant will afford a 17-cent insurance rate on contents, according to Mr. Beauchamp.

Mann & Stern are the architects and W. F. Ault is the contractor.

### Kansas City Firm Buys Land

The Federal Van & Storage Co., Kansas City, has bought a 50-foot frontage, adjoining its warehouse on the south, with a view to future expansion. With this ground the company now has a total frontage of 141 feet, the whole having a depth of 148 feet.

The warehouse of the Federal firm at 4010-15 Hamilton Street was built in 1924. Early this year a five-story addition was made, more than doubling the original capacity.

No plans have been made for improving the track just bought.

### New Florida Terminal Planned

Plans are being prepared for a terminal and warehouse for the Gulf Coast Terminal Co., to be located on Yber Channel, Tampa, Fla. The warehouse will be eight stories high and of reinforced concrete and will have a capacity of 2,000,000 cubic feet of cold storage space and 200,000 cubic feet of dry storage space. It will be served with trackage.

## Mercury Corp. Takes Over the Port Newark Terminal

**T**HE Port Newark Terminal, created on Newark Bay, N. J., by the Government during the World War as an army supply base, has been leased for a period of years to the Mercury Trading Corporation, New York City. The property has sixteen miles of trackage, together with nine fireproof warehouses having a total storage capacity of 2,000,000 sq. ft., sufficient to accommodate the contents of 7500 box cars.

F. Jarka, chairman of the trading corporation, said the company planned to develop the terminal as an important factor in the shipping of the Port of Newark. He said:

"The Port Newark Terminal, with its advantageous railway connections and deep water, should prove attractive to shipping interests. The plant lends itself to the adoption of efficient operating methods, in the development of which we are mostly concerned. It is our intention to work in the closest cooperation with Newark business interests and the port authorities.

"We realize the importance of the proper selection of a name of this terminal and that it should emphasize through the publicity we intend to give it the advantage of the Port of Newark for deep-water shipping. We will announce the name shortly.

"Merchants will realize the advantages of Port Newark terminals as a storehouse for their products, owing to the large territory that can be served by motor truck from the terminal."

### Milbauer Withdraws

The Mercury Trading Co. succeeds the Kenna Terminal, Inc., which operated the property from last March until it went into the hands of a receiver, John A. Bernhard, a Newark attorney, late in November. The new operating company is a subsidiary of F. Jarka & Co., New York City.

During the past summer the Kenna company was reorganized, and Charles Milbauer, long identified with the forwarding, warehousing and traffic businesses, became president. He had previously managed the terminal for the Kenna interests. Since the receivership proceedings in November, Mr. Milbauer has not been connected with the operation of the terminal.

### Universal Plants in Detroit

The new modern warehouses of the Universal Carloading & Distributing Co. are nearing completion at Wabash and Baker Streets, Detroit. Located on the Michigan Central, and of stone, brick and steel, they will provide 45,000 sq. ft. of floor space and will have sidings with capacity of sixty-two cars. Equipment is being installed for prompt handling of freight.

K. E. Long, vice-president and general manager, and L. L. Marr, general superintendent, will be in charge of operation.

## Philadelphia Groups Ask I. C. C. for Switching Zone

THE Interstate Commerce Commission has been asked by the Philadelphia Chamber of Commerce and the Commercial Traffic Managers of Philadelphia to approve the establishment of a Philadelphia switching district embracing all industries and all points where freight is received or delivered in Philadelphia, Camden, N. J., and vicinity.

The Philadelphia organizations have complained that present rates and charges of the Pennsylvania, Baltimore & Ohio, Reading and other railroads for the movement of freight in Philadelphia from one carrier to another are discriminatory as compared with similar charges in Pittsburgh, Cincinnati, Detroit, Buffalo and Rochester.

The plaintiffs ask that the I. C. C. conduct an inquiry and that the rail carriers be ordered to:

"1. Establish a Philadelphia Switching District, embracing all industries and points where freight is received or delivered in Philadelphia, Pa., and Camden, N. J., and vicinity, which comprise a single, homogeneous, industrial community.

"2. Establish, maintain and apply for the future for the movement of freight, in carloads, in interstate or foreign commerce, through routes and joint through rates and charges between points in said Philadelphia district and points outside of said district on traffic delivered or interchanged within said district, which will not exceed the rates and charges on like traffic between any other point within said district and the same point outside said district, and to abstain and to continue to abstain from participating or concurring in the publication, maintenance and the application of joint through rates and charges between points within said district and points outside of said district which exceed the rates and charges on like traffic between any other point within said district and the same point outside of said district.

### Rates and Regulations

"3. Publish, maintain and apply for the future movement of freight, in carloads, within said district in interstate or foreign commerce, rates and charges per car for interchange, intraterminal, interterminal, intramill, intermill, or other switching service as hereinbefore described, and to join, concur or participate each with the other in the absorption of such charges, in whole or in part, and in the publication, maintenance and application of such rules and regulations with respect to such services as shall be reasonable, nondiscriminatory and non-prejudicial.

"4. Publish and maintain a single tariff which shall include all the local and joint rates, charges, rules and regulations with respect to interchange, intraterminal, interterminal, intramill, intermill and other switching service within said district, and the names and locations of all industries within said district; and for such other and further order or orders

as will accomplish the essential purposes of this complaint and as your commission shall consider just and proper in the premises."

### Murray Company Expands

The Murray Storage & Transfer Co., Kansas City, is undergoing an extensive expansion program following reorganization and incorporation. The company has been incorporated for \$25,000 by W. E. Murray, president; C. A. Blocker, Paul Bradford, manager of the Brunswick-Balke-Collender Co., and Harry Freeman.

On Jan. 1 the company moves into its new quarters at 2015-17-19 Grand Avenue, where it will occupy the upper five floors of a six-story building, and the basement. This structure gives the Murray company approximately 52,000 square feet of floor space, as compared with about 18,000 at its former location. The building is of fireproof construction and is equipped with an automatic sprinkler system. There is a terminal switch in the rear.

### Bekins Builds in Sioux City

The Bekins Van & Storage Co., Sioux City, has begun excavating for its new \$100,000 warehouse, shops and filling station, at Wesley and Riverside Avenues. The land is flatiron shaped and the new structure will be an addition to the company's present building.

The main floor of the addition will be 60 by 80 feet and the building will stand five stories high. A one-story wing will be 40 by 53 feet and a second one-story wing 40 by 180 feet. The structure will be of reinforced concrete and will be fireproof throughout.

According to Paul Bekins, manager, the addition will be ready early next summer for occupancy.

### Daniel Again Honored

C. C. Daniel, president of the Central Storage Co., Kansas City, was reelected president of the Central Industrial District association at its annual meeting held on Dec. 8. The Central Industrial district is located west of Kansas City's business center, where the majority of the industrial establishments are located. The association is for the promotion of the interests of the district, bringing the occupants of the district into close cooperation for the benefit of all.

### New Louisiana Company

The American Storage Warehouse Co. has been organized in Monroe, La., and has opened a bonded warehouse containing 12,000 square feet of floor space for storage and distribution of merchandise. The building has a Missouri Pacific spur and is served by barge and boat service, via the Ouachita River, from all Mississippi River and Atlantic and Pacific seaboard shipping points. A. H. Bubb is manager.

## Pittsburgh Storage Depot Is Sold by Government

(Washington Correspondence)

THE Pittsburgh Storage and Supply Depot of the United States Army was sold Nov. 10 for \$819,000, the War Department has announced.

The purchaser was W. H. Robinson, Pittsburgh, who acted as agent for an undisclosed principal in the transaction.

The proceeds from the sale will be used by the Government to construct housing facilities at permanent posts. A recent Act authorizes the sale of all property which, owned by the Government, is no longer needed for the public defense.

The depot is situated on the Allegheny River and has good railroad facilities. It is ideally located for warehousing and manufacturing purposes.

The property consists of 16 2/3 acres between Butler Street and the Allegheny River, from Thirty-ninth to Fortieth Streets.

Government-owned improvements on the property consist of one office and storehouse building, seven warehouses, seven buildings for living quarters, one kiln, one shop building, one briquette building, four sheds, stone retaining walls, concrete roadways, and a portion of the railroad sidings on the tract. All the buildings are of brick, stone and concrete construction.

The property was sold at public sale.

—G. H. M.

### "Warehouse Regulations" Text

The Divisions of Customs of the United States Treasury has issued, in pamphlet form under the title "Warehouse Regulations," a reprint of pages 437-469 of Chapter XVII of the Customs regulations, 1923, as amended. A copy may be obtained for 10 cents by addressing the Superintendent of Documents, Government Printing Office, Washington, D. C.

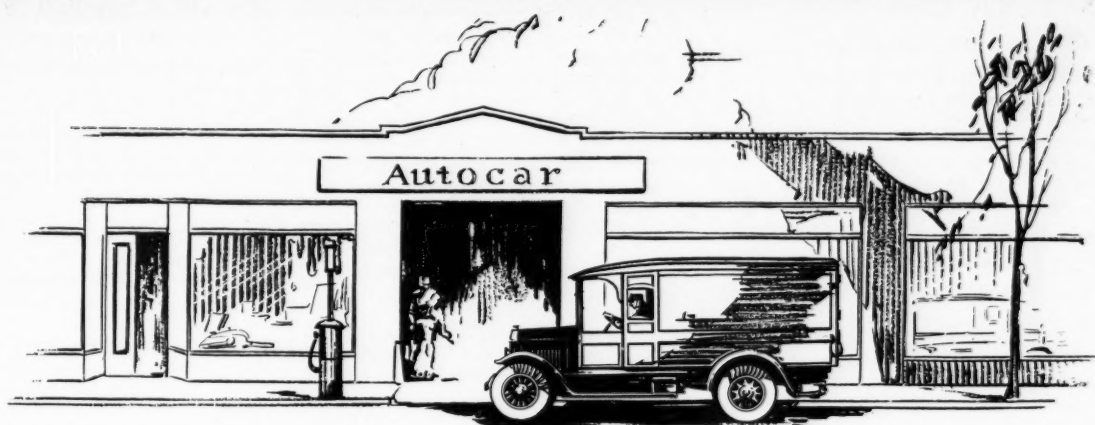
### Walsh-Jageman Nuptials

Hugh G. Walsh, secretary of the Haugh & Keenan Storage & Transfer Co., Pittsburgh, and secretary of the Pittsburgh Furniture Storage & Movers' Association, and Blanche Adele Jageman were married at St. Paul's Cathedral in Pittsburgh on the morning of Oct. 27. Their honeymoon occupied three weeks in Atlantic City and New York.

### Cold Storage Inspection

Twenty-seven State and city food inspectors in December were conducting a rigid inspection of all cold storage plants located in Cuyahoga County, Ohio, in which Cleveland is located. Complaints had been filed that food products were being held too long in storage. The inspection was under the direction of G. B. Truax, Ohio director of agriculture; Harold J. Knapp, city chemist of Cleveland, and Dr. Roy F. Leslie, in charge of dairy and food inspection for the city.





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\*Canton, Ohio  
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\*Cleveland  
\*Columbus  
\*Cumberland  
\*Dallas  
\*Denver  
\*Detroit  
\*Erie  
\*Fall River  
\*Fresno  
\*Harrisburg  
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\*Jersey City  
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The real cost of motor truck operation depends on service more than on any other factor.

Can you get spare parts immediately? Is there a trained force of mechanics close by you? What do actual users of the truck you are considering say of the local service? These are some of the most important questions a truck buyer should ask; and he should satisfy himself as to the answers.

Autocar reputation for service is second to none. Today this carefully developed Autocar Service System operates in sixty-six of the business centers of the United States, through factory owned branches and affiliated representatives.

**The Autocar Company**

ESTABLISHED 1897

**Ardmore, Pa.**

# Autocar Trucks

\*Indicates Direct Factory Branch

## Crone's Career Is Told in An Old Family Album Sketch

(Concluded from page 47)

The Crone trucks haul His Majesty's mail for the Canadian Government—no small contract, considering the fact that the Empress of Asia alone takes on some 2,500 sacks of mail in a single day when she is loading for one of her trans-Pacific voyages. The Crone outfit, by the way, cleans up exactly that number of bags in one hour, moving them from the post office to the hold of the ship.

"The war," to Mr. Crone, means not the recent World War so much as England's little scrap with the Boers in South Africa. At that time the future warehouseman was a porter in the Cadillac Hotel in Detroit, a position which he left to go over into Canada, where he enlisted before being sent across to London.

In the Transvaal he served for two years as a drill sergeant. Then he was promoted to a staff job. This experience gave him a knowledge of how to handle men, so after the war he decided to go into something for himself. Hearing of British Columbia, "the California of Canada," with its mountains, its sea-coast, its sunsets and its delightful climate, he decided to settle there—and there he has remained ever since. (Mr. Crone, being the present chairman of the Vancouver publicity committee, is largely responsible for the foregoing description of the Province where he makes his home.)

During the days when warehousing was in its infancy in Canada the cartage men were caused a great deal of grief by slippery roads. So they gave their support to electing Fred Crone to the City Council, where he served for four years as chairman of the board of public works, a committee which looks after the care of roads and streets. The work he did in that capacity was of great benefit not only to the city of Vancouver but to the Province of British Columbia as well, but in 1923 he got out of politics, finding that it took too much time out of his business. The fact that his earnings have increased some \$75,000 a year ever since, he takes as positive proof that his retirement was a wise move, though he did learn that the spending of vast sums of money in public life gave him an insight into how big problems should be handled. It gave him also a wide acquaintance with business and professional men, which he insists was bound to react to the good of the firm.

Yet Mr. Crone will tell you, too, that once his business got "over the hump" it was carried on by the loyalty of its employees. Half of the members of the organization have worked under the Crone banner for ten or twelve years. The firm pays top wages and always gives full pay for holidays. There also is a company insurance, an arrangement whereby each employee puts one per cent of his salary into a fund which is doubled by the company, so that in case of ill-

ness an employee not covered by other insurance draws 50 per cent of his regular salary indefinitely.

In his early days of struggle Mr. Crone always made it a point to keep his own credit good with the banks and with business people in general, and he wants his employees to do the same. Consequently, there are no hard times among the members of the Crone staff. Quite the contrary, in fact, for each year the firm gives a picnic at which 150 employees are present—happy, well-dressed and prosperous. This is a sight, Mr. Crone declares, that makes life worth while, even if the payroll does seem a bit heavy at times.

But so far as his own success is concerned, Fred Crone will insist that it is all due to his wife and the help she gave him.

"You see, a man just HAS to make good under those circumstances," is the way he puts it.—E. F.

## Old Family Album Sketch of E. D. Balcom

(Concluded from page 46)

'Twas said at the outset that Mr. Balcom got into warehousing in order to get a rest. Instead, he finds warehousing keeps his mind and body busier and busier.

"Why, this business keeps me more on the jump than a refractory specimen of live stock ever did," Balcom said with a twinkle in his eye. And he grinned happily—indicating that he enjoys it.

—A. Jules Benedic.

Since the writing of the foregoing, Mr. Balcom has been elected president of the Texas Warehouse & Transfermen's Association.

## New Republic Models

The Republic Motor Truck Co., Inc., Alma, Mich., announces two new low-slung six-cylinder trucks, designated as Models 50 and 60, the respective rated capacities being 1½-2 tons and 2-2½ tons. The wheelbase of Model 50 is 154 inches, with 142 and 170 inches available, and of Model 60, 163 inches, with 151 and 179 inches available. Wheels are all-metal, and on Model 50 the 30 x 5-inch pneumatic tires are standard equipment, with dual rears; on Model 60 the 32 x 6-inch pneumatic tires are standard equipment, with dual rears.

These models, according to a statement by the company, are designed to meet a widespread demand for a truck to meet present-day traffic conditions. The statement adds:

"They are designed and built to take full advantage of our modern system of improved highways for inter-city merchandise hauling at low cost, and to fit the requirements of industry's changed distributing methods.

"Essentially they bring to motor truck users a combination of speed, power and endurance that has long been in demand. The low, underslung chassis assures a safety of travel and load transportation, as well as being a time-saving convenience in loading and unloading."

## Driver Shines Shoes to Pay Off a Football Wager

(Concluded from page 53)

as no change was given, the chest profited handsomely.

Mr. Driver is a former president of the Pacific Coast Furniture Warehousemen's Association, a former president of the Berkeley Chamber of Commerce, and is a prominent civic worker in his city. Mr. Lyon also was formerly president of the P. C. F. W. A.; is a former president of Oakland Rotary, and is now president of the Oakland Uptown Association, while he also is a community leader in Oakland.

Incidentally, the payment of the wager, which was carried out in good faith and a fine spirit of fun, put the name of the warehousing industry on the front page of practically every newspaper in California, and made the names of Driver and Lyon household words for at least one day.

## Gowanus Company Sold

The business of the Gowanus Storage Co., Inc., Brooklyn, and of the Hamilton Docks, which the Gowanus firm controlled, has been sold to the Waterfront Service Co., which continue operating a merchandise warehousing and distribution service.

The Waterfront company is a new firm with an investment of approximately \$1,000,000 and is headed by Charles I. Mandell as president. L. M. Mandell is secretary, Charles Blitman is treasurer and E. P. Simmons is manager and operating executive.

The Gowanus company, established in 1916, operated 173,000 square feet of warehouse and dock space, together with 250,000 square feet of open space. The Hamilton Docks firm was established in 1900 and operated 400,000 square feet of open and covered pier space.

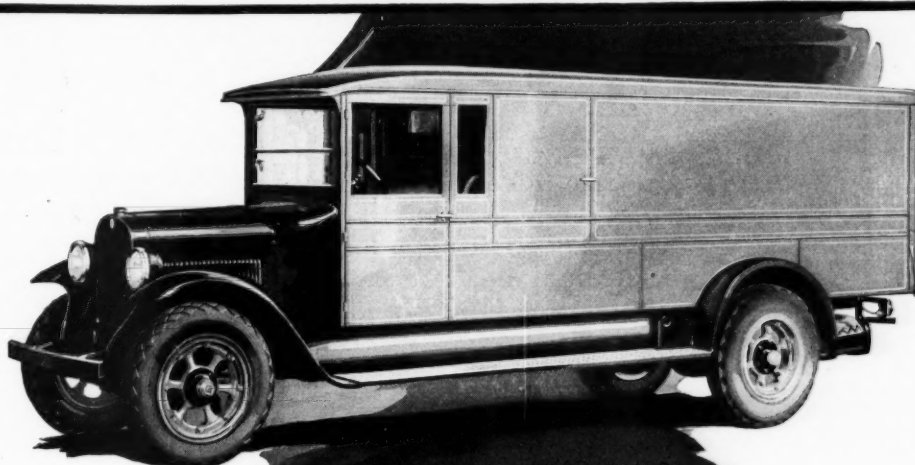
## Corrections

In an article in the December issue of *Distribution and Warehousing* by C. A. Reinhardt, on "Lost Labor Efficiency Means Red Ink," Mr. Reinhardt was mentioned as manager of the Hollywood Storage Co., Hollywood, Cal. Although the article was prepared at a time when he held that position, he has been succeeded by Mrs. Myda L. Shattuck, who was manager at the time of publication of Mr. Reinhardt's text.

In the article, also in the December issue, about the career of John P. Feuling, president of the Central Storage Co., St. Paul, Minn., a line was dropped from the opening sentence, so that the sense of the text was lost. The first sentence should have read:

"Next to the one about 'Who was that lady I saw you with last night?' it is supposed that the oldest gag in vaudeville is the story about the Twin Cities of Minneapolis and St. Paul uniting under the name Minnehaha—Minne for Minneapolis and Ha Ha for St. Paul."

# GRAHAM BROTHERS TRUCKS



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When your business requires a truck—or additional trucks—the need is immediate.

You can get the Graham Brothers Truck you want—without long delay. They are built in the right sizes and with the correct body styles to fit your needs.

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long life of the truck are with one concern—the Dodge Brothers dealer. He will be right there year after year to sell and to serve.

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*Graham Brothers Trucks and Commercial  
Cars meet 91% of all hauling requirements.*

3/4-TON COMMERCIAL CHASSIS	\$ 670
1-TON CHASSIS (G-BOY)	885
1 1/2-TON CHASSIS	1245
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## Increased Appropriation Is Sought for Warehouse Act

(Washington Correspondence)

**A**N increase of more than \$26,000 in the appropriation for administration of the United States Warehouse Act is sought in the agricultural appropriation bill for the next fiscal year. This measure is now pending before Congress.

As reported to the House of Representatives from the House committee on appropriations the new bill carries a total of \$231,820 to be made available to the Bureau of Agricultural Economics of the U. S. Department of Agriculture for administration of the warehouse act during the fiscal year which begins July 1, 1927. This is an increase of \$26,760 over the amount granted by Congress for this purpose at the last session for use during the current fiscal year.

The United States warehouse act, enacted by the Sixty-seventh Congress, made provisions for the inspection and licensing of warehouses by the Secretary of Agriculture for the storage of agricultural products and for the weighing, grading and sampling of stored products by authorized inspectors.

"The increase," said Lloyd S. Tenney, acting chief of the Bureau of Agricultural Economics, testifying before the agricultural sub-committee of the House appropriations committee, during the hearings on the bill, "is due to a rather heavy increase in the warehousing work. There are two additional men needed at the Dallas office to handle the cotton and grain warehouses in cotton States west of the Mississippi. There is one additional man in Atlanta, largely due to the placing of cottonseed under the act, but he will devote part of his time to cotton. There is one additional man, to cover Wisconsin and neighboring States, who will probably work out of either our Louisville office or our Washington office and who will devote his entire time to canned foods. We have placed canned foods under the act. That makes four additional men. Incidental expenses and travel of these men are very heavy, because these inspectors are on the road all the time.

"The cotton situation, of course, has put an immense amount of business on our hands. The Federal Farm Loan Board is practically insisting through all the subsidiary financing corporations that Federal warehouse receipts be used. They are not going to insist on it absolutely, but just as far as it is possible to do it; and we are increasing our cotton warehouse capacity weekly. During the first week in October, the increase was 18,646 bales; the second week in October, 4000 bales; the third week in October, 15,129 bales; the fourth week in October, 60,000 bales. The first week in November the increase was 23,000 bales and the second week of November 17,000 bales. Now that is the way it is coming in at the present time just on cotton alone.

"On Nov. 10, 1925, we had, under our warehouse act, space for 2,384,019 bales of cotton. On Nov. 10, 1926, we had

space for 2,645,508 bales. That is an increase of nearly 300,000 bales of cotton. "In grain, we had 32,000,000 bushels of storage space, in round numbers, a year ago. This year we have 38,000,000, an increase of 6,000,000.

"Under wool, a year ago we had storage space for nearly 30,000,000 pounds. On Nov. 10, 1926, we had 42,000,000 pounds. There is an increase of 12,000,000 pounds out of 30,000,000.

"In dried fruits, which is one of the newer commodities, a year ago we had space for 2,000,000 pounds, and now we have space for 8,000,000 pounds.

"So this warehousing is growing. We have never yet had a failure of a United States licensed warehouse, and we are proud of that work."

—G. H. M.

## Only 31% of Net Area Was Idle in Los Angeles Nov. 1

**FIGURES** compiled by B. E. Whitmarsh, secretary of the Los Angeles Warehousemen's Association, covering twenty-eight merchandise companies in the California city, give the following totals as of date of Nov. 1, 1926:

Gross area, 2,972,309 square feet.

Allowing for deductions for elevators, stairways, posts, etc., 494,199 square feet.

Net area available for warehousing purposes (the difference between the two foregoing totals), 2,478,110 square feet.

Amount of this net area occupied as of the first day of November, 1,705,351 square feet.

Idle space on that date, 772,759 square feet.

Percentage of gross space idle, 25.

Percentage of idle space to net area available, 31.

The percentages of gross space idle, as shown by the various companies, ranged from 7 minimum to 64 maximum, except that two companies reported they had no idle space whatever.

The percentages of idle space to net area available ranged from 9 minimum to 80 maximum, except for the same two companies.

Two other companies reported each 125,000 square feet of idle space.

## Uniform Truck Law Urged

The Secretaries of State of Illinois, Indiana, Minnesota, Kansas, and Ohio, with Kentucky unofficially represented, met in Chicago early in December and adopted a resolution looking toward a uniform motor vehicle law which would exempt certain classes of trucks from license fees in each State in which they operate.

The resolution recommends that all motor trucks, except commercial hauling vehicles with a regular route or fixed termini or trucks entering a foreign State and doing intrastate hauling, be exempted from license fees in foreign States, providing that the trucks have complied with the regulatory measures in the home States and display their licenses and registration plates.

## Cooperative Move Begun to Raise Warehouse Standards

(Concluded from page 28)

United States Treasury Department; the creation of unfair and unequal competition by various branches of the Government.

"5. The warehousemen of the Port of New York are annually charged with the care of hundreds of millions of dollars' worth of goods. The standards of the warehouse business world, therefore, should be such as to maintain at all times the confidence of the depositors of these goods.

## Rates Not Based on Costs

"6. Owners of storable merchandise do not now realize the economies or advantages of proper warehousing, nor the various services afforded by an up-to-date warehouse.

"7. The rates now generally quoted by warehousemen are evidently not based on an intelligent analysis of the true costs.

"8. Improved communication and transportation facilities, coupled with the policy of 'hand to mouth buying,' emphasize the desirability of making warehousing a more active factor in distribution than has hitherto been the case."

## Banks Already Canvassed

Alluding to Mr. Spear's suggestion of the creation of a joint committee, Mr. Gately's statement says:

"As to whether it is likely that the bankers and the merchants would be sufficiently interested to cooperate with the warehousemen, the business banks of the city were quite thoroughly canvassed on this very point some months ago, as were also a number of the most prominent storers of goods. So it is assured that both bankers and merchants are not only willing, but would welcome an opportunity to take part in so constructive a movement as the development of a live industrial program.

"It is expected, therefore, that this committee will be formed within the next few weeks and will be actively at work shortly after the first of the year. A splendid foundation has already been laid through the survey of the past nine months, and there is no reason why, if the industry will actively support the joint committee, improvement in warehousing practices, methods and business will not result.

"That the industry is awakening to the need of sustained activity on its part is best indicated by the fact that the Warehousemen's Association of the Port of New York is giving a dinner\* to all members of the industry in and around New York City on Dec. 21. This dinner is to be purely a social get-together affair, so as to acquaint the non-members with what the association is trying to do."

\*To be reported in the February issue.

# 6-CYL. ROADMASTER VANS

## *For Superior Performance*



**Pacemaker 55½ H.P. 6-Cyl. Truck for Loads Weighing Up to Two Tons**

*Pacemaker and Roadmaster on exhibition at the New York Automobile Show, third floor, Grand Central Palace, January 8-15.*

**SELDEN TRUCK CORPORATION,**

**ROCHESTER, N. Y.**

## Aspinwall Is Urged for District of Columbia Post

CLARENCE A. ASPINWALL, president of the Security Storage Co., Washington, D. C., and treasurer of the American Warehousemen's Association, was recently recommended to President Coolidge as District Commissioner of the District of Columbia.

A committee of representative citizens, headed by General John G. Pershing, called at the White House and submitted the names of three men—Mr. Aspinwall; Elliot H. Goodwin, former resident vice-president of the Chamber of Commerce of the United States, and Evan H. Tucker, president of the Northeast Citizen's Association.

The movement is to take the appointment of local officials from the hands of the President's local political advisers, and, according to a Washington newspaper report, these advisers favored Mr. Aspinwall for the job.

Subsequently Mr. Aspinwall withdrew his name from nomination.

It was stated that the man the President wants is one who has had wide experience in business and financial matters, and it was held out to Mr. Coolidge that Mr. Aspinwall possesses these qualifications.

It will be recalled that General Pershing in his Armistice Day address in Chicago stressed the responsibility to government that rests on the citizen, emphasizing particularly the need of a resident taking an active part in the affairs of his "home town."

Associated with General Pershing in recommending Mr. Aspinwall's appointment were Rear-Admiral W. L. Rodgers, U. S. N., retired, president of the Dupont Circle Citizen's Association; General John A. Johnson, retired, former engineer commissioner; Dr. William Mather Lee, president of George Washington University, and Alvin E. Dodd, who manages the Domestic Distribution Department of the Chamber of Commerce of the United States.

## Free Dockage Attacked

Condemnation of the practice of certain railroads of offering free dockage to foreign steamship lines in order to get the freight business resulting, was voiced on Dec. 1 by more than one hundred traffic experts from all over New England at a meeting of the executive committee of the New England Traffic League, held in Hartford, Conn.

Wharfage charges in New England ports as well as expensive methods in New York Harbor which add to the bills the shipper must pay the railroads, were attacked also. The league decided to take steps to bring these problems before the Interstate Commerce Commission.

The question of excessive wharfage charges as well as discrimination in these charges, as alleged, on piers controlled by the State of Massachusetts, was recently brought to the attention of the Massachusetts Department of Public

Works with the result that, owing to the fact that the Interstate Commerce Commission is now investigating the subject of wharfage charges all along the Atlantic coast, the Department said it believed that it would be unwise for Massachusetts to reestablish its charges now.

## Boost for K. C. Warehousing

The *Kansas Citian*, the weekly publication of the Chamber of Commerce of Kansas City, Mo., where the annual convention of the American Warehousemen's Association will take place Jan. 10-14, carried on the front cover of its issue of Nov. 23 the following:

"This Issue Is Dedicated to the Warehousing and Distribution Industry and the Splendid Facilities Provided by Kansas City Houses."

The contents were devoted largely to articles by men prominently identified with the local storage industry.

The leading article, "Kansas City a Center of Warehousing," was by Fred C. Adams, the Chamber's vice-president in charge of transportation, who is vice-president of the Adams Transfer & Storage Co. Other articles were as follows:

"How a Merchandise Warehouse Operates," by W. A. Sammis, president of the Kansas City Warehousemen's Association and secretary of the Central Storage Co.

"Kansas City is a Leading Distributing Point," by William P. Crooks, a vice-president of the local association and local general manager of the Crooks Terminal Warehouses.

"Kansas City's Cold Storage Industry," by E. M. Dodds, a vice-president of the local association and vice-president of the United States Cold Storage Co.

"Household Goods Warehousing Industry," by Schuyler C. Blackburn, president of the National Furniture Warehousemen's Association and president of the A-B-C Fireproof Warehouse Co.

"Negotiable Warehouse Receipts as Collateral," by Lee B. Jones, a director of the Missouri Warehousemen's Association and treasurer of the United Warehouse Co.

"Value in Loft Space Warehousing," by D. M. Harwood, a director of the Missouri Warehousemen's Association.

"Pool Car Distribution," by D. S. Adams, a director of the American Warehousemen's Association, and vice-president of the Adams Transfer & Storage Co.

"Flour and Feed Storage," by Frank M. Cole, president of the Kansas City Flour and Feed Club.

## New Flushing, N. Y., Plant

The North Shore Storage Warehouse Co., Flushing, Long Island, N. Y., is erecting a four-story fireproof warehouse, of reinforced concrete with brick and limestone front, 60 by 90 ft., at 164th Street and Sanford Avenue. The cost is expected to be about \$165,000 and the building should be ready for occupancy in the spring. It will be used for storage of household goods.

## New Clock Automatically Checks the Worker's Times

A SWEDISH company, after several years of experimenting and testing, is about to place on the market a machine which is claimed to fill every demand made by industry on a time-control apparatus, says a statement issued by the Department of Commerce in Washington on Dec. 2.

"Hitherto the time-control devices in industrial use have been of American or German manufacture," the statement continues. "The American makes are generally considered the more complete of the two."

"The two duties which a time-control apparatus must perform are said to be: First, the accurate recording of the arrival and departure of workers, which is the basis for the calculation of wages; second, the accurate recording of the time consumed in performing various manufacturing operations, which is the basis for the calculation of costs and prices of different products."

"The new Swedish system, which has proved trustworthy and efficient in practice, according to newspaper reports, utilizes a chain of apparatus under the control of a so-called 'program' device connected with a central clock, from which an electric impulse travels every minute to the control apparatus, by means of which prearranged electric signals for stopping and starting work may be given."

"The new apparatus is said to be extremely simple but accurate in operation, the use of electric power through control devices providing the best means by which this efficiency may be secured. The recording, on paper or cards, of the arrivals and departures of workers is entirely automatic in the new machine, in contrast to the old method which made necessary the introduction of a card into the apparatus by the workman."

## Garford Has New Light Truck

Stream-lined hood and cowl design, a low hung chassis and a comfortable compartment for the driver feature the new Model 30 1½-2-ton motor truck of the Garford company. Long brake levers with straight rods are designed to increase the effectiveness of the brakes, of which there are two independent sets, both on the rear wheels. Metal-spoke wheels, and pneumatic tires 32 by 6 in. front and 34 by 7 in. rear, are standard.

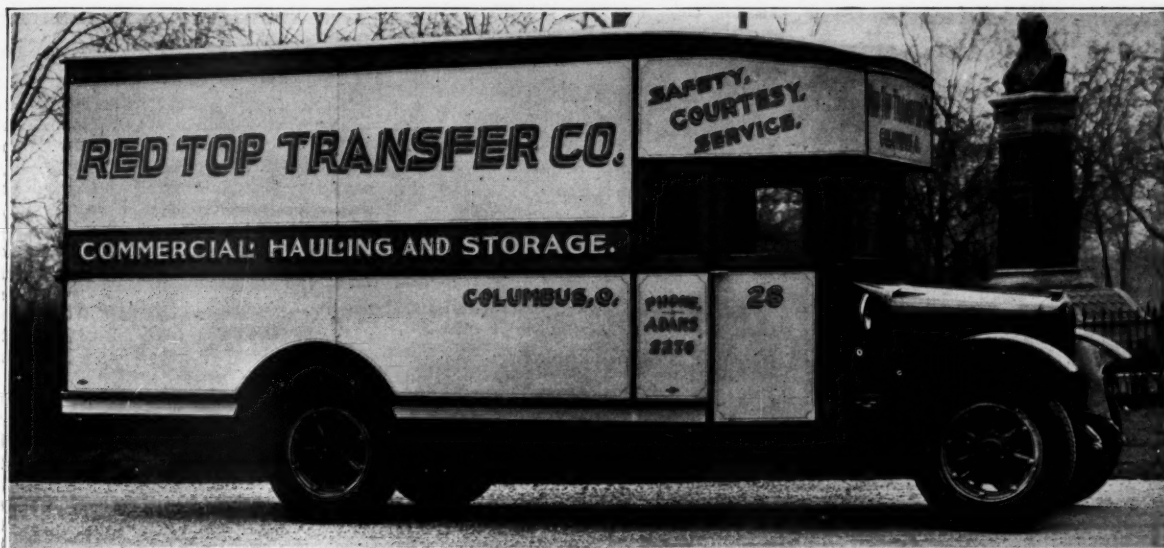
## New Indiana Truck

The Indiana Truck Corp., Marion, Ind., has announced a new Model 126 3-ton chassis which superseded Model 26, together with extensive changes in its 5-ton chassis, Model 41.

## Six-Wheel Co. in Truck Field

The Six-Wheel Co., manufacturers of buses for several years, is bringing out its first truck, a 4-5 six-wheel chassis with a wheelbase of 190 in.





## The Transfer and Storage Business is Alive with — International Trucks

THE ever-widening operating range of transfer and storage trucks brings more and more firms to International. Long-distance hauling requires nation-wide service supervision. International Harvester Trucks enjoy such service, whenever and wherever necessary, through 125 Company-owned branches; the farther your International Trucks get from one the closer they get to another.

The full International line will fit your needs. It includes the "Special Delivery"; the 1¼-ton and 1½-ton Speed Trucks; the Heavy-Duty Trucks up to 5-ton capacity; and McCormick-Deering Industrial Tractors for heavy-duty work.

### INTERNATIONAL HARVESTER COMPANY

606 So. Michigan Ave. of America Chicago, Ill.  
(Incorporated)

### THE RED TOP BAGGAGE AND TRANSFER CO.

Local and Long Distance Moving  
Commercial and Heavy Hauling of All Kinds  
139 West Naghten Street  
COLUMBUS, OHIO

April 26, 1926

International Harvester Co.,  
Columbus, Ohio.

Gentlemen:

You no doubt will be interested in knowing our opinion regarding our 1½ and 3-ton Internationals.

When we purchased these trucks we had in mind the service back of each truck in case it was ever needed. We have never had occasion for service, excepting the minor adjustments that a new truck requires, and this service has been rendered to our satisfaction.

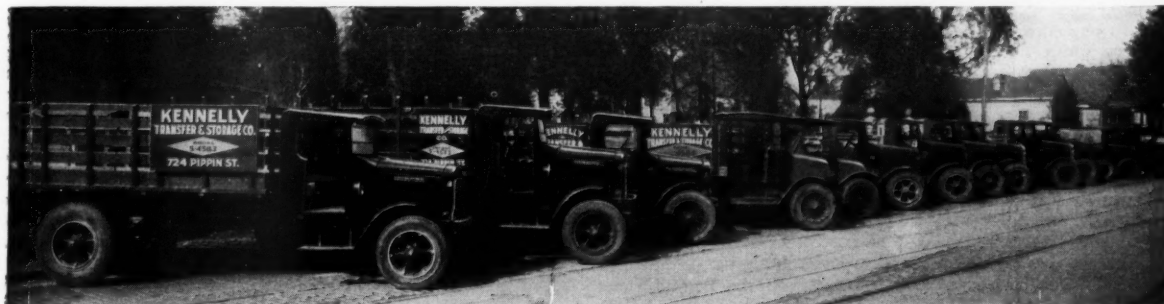
Our trucks are compelled to operate over traffic filled streets, which is very trying on them, but are giving an excellent account of themselves, both in low operating costs and ease of handling. We purchased these trucks with the thought of standardizing on Internationals.

Yours very truly,

THE RED TOP BAGGAGE AND TRANSFER CO.

L. L. Blackburn, Pres.

Below: Modern fleet of 15 International Trucks used in transfer work by Kennelly's of Jacksonville, Fla.



## "Freightainer" Service Is Operated by Boston Company

AN innovation in modern methods of transportation is now being operated by the Freight-Container Service Co., of 181 Beverley Street, Boston, and by D. S. Woodberry, of the D. S. Woodberry Co., and K. A. Lord, of that city.

The vehicle used is called a "freightainer," a compartment 6 feet high, 7 feet wide and 8 feet long. Two of these "freightainers" will fit comfortably on a 7-foot-wide and 16-foot-long standard size truck body.

In the ordinary way of shipping, a truck calls at the warehouse. Then the goods are placed on it and the truck is hustled to the railroad freight depot, where the consignment is taken from the truck and placed on the freight car.

In the "freightainer" method the compartment is placed on the truck, and then the warehouse is visited and the goods are placed upon the truck. The compartment has a lock and this is sealed. The truck takes the "freightainer" to the freight depot, where it is placed aboard the freight car, being moved intact across the platform on its own wheels to the flat car, which is especially equipped with special automatic locking devices.

The promoters of this new method of transportation claim great benefits to be derived by the use of the "freightainers," stating that much valuable time is saved for shippers, and alleging that theft and pilferage are practically eliminated.

R. S. Woodberry, treasurer of the company, says that when the weather gets cold the "freightainers" are equipped with electric black heat thermostatic control grid heaters.

The "freightainers" were made by the Perin-Walsh Co. and installed by J. V. N. Stults, transportation manager.

The Freight-Container Service Co. operates day and night service between Boston and Worcester, Springfield and other points in western Massachusetts.

### Storm Wrecks Two Warehouses

Two warehouses at the Portsmouth, Va., terminals of the Southgate Forwarding & Storage Co., of Norfolk and Portsmouth, were destroyed in a near-tornado which swept over Portsmouth late in November. Two watchmen, E. H. Butler and A. J. Evans, lost their lives, and two other employees were slightly injured.

The loss, estimated at \$250,000, included destruction and damage of cotton and canned goods, the damage being due in part to exposure to the rain.

The two giant buildings were almost completely leveled by the storm. A third warehouse, containing fireworks and other explosives, escaped the force of the wind, although flying debris smashed the roof in several places.

The elements swept down on the buildings without an instant's notice, and with a deafening roar struck them down, although they were of corrugated iron. Cotton goods, canned stuffs and other merchandise were flattened beneath the

roof and then blown about helter-skelter, all in less than a minute's time, according to employees who escaped. The two men who perished were found under planks and broken timbers.

Thomas S. Southgate, president of the company, announced that the two buildings would be rebuilt.

### Barge Line Complaint

(Washington Correspondence)

In an attempt to secure interchange of rail traffic with its Upper Mississippi barge line at Dubuque, Iowa, the Inland Waterways Corporation has filed a formal complaint with the Interstate Commerce Commission directed against the Chicago Great Western, the Chicago, Milwaukee and St. Paul, the Chicago, Burlington and Quincy, and the Illinois Central railroads.

The complaint declares that it is the policy of Congress, as expressed in the Transportation Act, that the waterways of the United States should be developed and that water transportation should be coordinated with rail transportation. It states that the corporation has attempted to negotiate with the four railroads named but has been unable to reach any satisfactory arrangement.

The I. C. C. is asked to order the railroads to publish tariffs interchanging freight with the barge line at Dubuque on shipments moving between St. Paul and points in Indiana, Illinois, Iowa and Missouri, and to divide the revenue with the Inland Waterways Corporation.

—G. H. M.

### Naish Company to Build

The "Al" Naish Moving & Storage Co., Cincinnati, is planning to erect in February a five-story and basement addition, fireproof, 50 by 75 feet. The basement will contain the boiler room and space for lumber and packing material. There will be a mezzanine floor for piano storage. The first floor will be used for packing and shipping, the second and third floor for open storage, and the fourth and fifth floors for private storage. There will be also a rug-cleaning department, rug and trunk rooms, and a silver vault.

The face brick and general lines of the addition will be in harmony with the present building. About 25,000 square feet will be added, giving a total of nearly 41,000 square feet of floor space. It is expected the building will be ready for occupancy next August.

### Lathim Building Completed

The new five-story household goods warehouse of Lathim's Van & Storage Co., at 27 East Cota Street, Santa Barbara, Cal., has been opened for business. This plant, together with the fleet of eighteen motor vehicles, represents an investment of more than \$160,000. The building is one of the finest of its kind on the Pacific Coast.

## New York Warehousemen Are Urged to Combat Gas Tax

AN appeal to the furniture warehouse industry in New York to help finance the campaign by the Motor Truck Association of America, Inc., to defeat pending New York State legislation which would impose on motor vehicle owners a tax on gasoline, has been broadcast by Herbert N. Bragg, local manager of the Trans-Continental Freight Co., acting in his capacity of chairman of the truck association's committee representing the New York Furniture Warehousemen's Association. Mr. Bragg's letter to the household goods storage executives reads in part:

"It is necessary to adopt unusual methods in order to prevent excessive levies being made against motor vehicles through enactment of the pending gasoline measures.

"The New York Furniture Warehousemen's Association heartily approves the methods being employed by the Motor Truck Association, and your committee recommends your contribution of one month's saving of gas tax. A minimum contribution of \$25 per member is urged."

A pamphlet accompanying the letter tells "What the Proposed Gas Tax Means to Every Owner of a Motor Vehicle in the State of New York," and contains a table showing that the tax increases on motor trucks would range, if the legislation were enacted, from 56 per cent on 6-7½-ton trucks to 133 per cent on trucks of less than 1 ton.

The truck association purposes "to seek the cohesive action of the owner of every motor vehicle" in New York State.

The association includes in its membership some of the leading New York City companies engaged in warehousing, transferring and allied lines.

### Nelson Co. Now "Merchants"

The Leslie M. Nelson Warehouse & Transfer Co., Casper, Wyo., has changed its name to the Merchants' Warehouse & Transfer Co. following the sale of the interest of Leslie M. Nelson, who was one of the partners, by Mr. Nelson to Walter L. Gorthy, the other partner.

The company was established in 1920 and operates a merchandise and household goods warehouse, being a member of the American Warehousemen's Association and the National Furniture Warehousemen's Association.

### Business Good in Calgary

Warehousemen in Calgary report that business conditions there were never better than now and that they are looking forward to even better trade in the future. All departments reported overwork in December, with a large amount of merchandise being handled. The new beet sugar factory at Raymond has started shipping its product, providing big revenues for the local merchandise warehousemen.

# Big trucks need KELLY KATS

Big trucks that carry heavy loads need Kelly Kat tires. Heavy loads, long hauls and high speeds all cause ordinary tires to wear rapidly or to break down. Kats are built for hard work, they wear slowly and outlast ordinary solid tires in the hardest kind of service.

And roads don't matter to Kelly Kats. Wherever your trucks must go, whether over pavements or the worst kind of muddy track, Kats will carry them forward just as long as the engine passes back power enough to move them.

Under all conditions Kelly Kats are dependable. Kelly-equipped trucks are more sure of arriving at their destinations and the elimination of costly and unnecessary delays saves tempers, time and money.

## KELLY-SPRINGFIELD TIRE CO.

250 West 57th Street

New York, N. Y.



*Truck owners find that Kelly-equipped trucks can make more deliveries at a lower cost because there are no unnecessary delays and because the tires wear so well that the costs per mile are also reduced.*



WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## Construction, Removals, Purchases and Changes

**American Ice Co.,** Kansas City, Mo., has plans for a \$40,000 one-story cold storage warehouse and ice plant at 205 West Seventy-first Street.

**American Stores Co.,** Philadelphia, has preliminary plans for a \$100,000 warehouse at Lafayette Avenue and Smallwood Street, Baltimore, Md.

**Arkansas Compress Co.,** Corpus Christi, Tex., is planning to replace its warehouse, recently wrecked by fire, with a building containing 60,000 square feet of floor space.

**Associated Truckline Co.,** Grand Rapids, Mich., has plans for a \$50,000 one-story warehouse, 85 by 200 feet, on Market Street.

**Atchison, Topeka & Santa Fe Railway Co.,** Chicago, will erect a one-story warehouse, 30 by 100 feet, in Chanute, Kan.

**Baltimore & Ohio Railroad Co.,** Baltimore, has plans for a storage and freight house, to cost \$200,000, in Newark, Ohio.

**Boulevard Fireproof Storage, Inc.,** Milwaukee, has awarded a contract for its proposed \$60,000 warehouse.

**Bush Terminal Co.,** New York City, is completing \$2,000,000 worth of additions in the vicinity of Twenty-ninth and Fortieth Streets, First Avenue and Upper Bay, South Brooklyn.

**Callahan Co.,** Lafayette, Ind., has preliminary plans for a \$200,000 five-story and basement warehouse, 80 by 150 feet.

**Central Ice & Packing Plant Co.,** Muskogee, Okla., has plans for a \$35,000 addition to its cold storage warehouse and ice plant.

**Central Ice & Storage Co.,** Palestine, Ill., has filed notice of increase in capital to \$35,000 from \$25,000.

**Cleveland, Cincinnati, Chicago & St. Louis Railroad Co.,** Cincinnati, has plans for a \$35,000 freight house, 32 by 100 feet, in Urbana, Ill.

**Coe Terminal Co.,** Detroit, will, it is understood, ask for bids early in 1927 for construction of its proposed \$400,000 six-story and basement warehouse, 125 by 420 feet, at Jefferson Avenue and Tenth Street.

**Crystal Ice & Coal Co.,** Newark, Ohio, is said to be planning a \$50,000 two-story warehouse on First Street.

**Carl F. Curtis Transfer Co.,** Indianapolis, has opened for business at 456 Massachusetts Avenue.

**Davidson Transfer & Storage Co.,** Baltimore, is having plans drawn for a \$70,000 one-story motor truck service, repair and garage building, 80 by 300 feet, at 2858 Penn Avenue.

**Denver, Rio Grande & Western Railway Co.,** Denver, has preliminary plans for a \$50,000 one-story and basement warehouse in American Fork, Utah.

**Diamond Ice & Cold Storage Co.,** Wilmington, Del., is completing a four-story reinforced concrete cold storage warehouse at Vandever Avenue and Jessun Street.

**Dunham & Reid, Inc.,** New York City, is planning an eight-story household goods warehouse, 50 by 100 feet, at 216-218 East Forty-seventh Street, to cost approximately \$375,000.

**Galveston Wharf Co.,** Galveston, Tex., will build a multi-story warehouse, together with a pier, at a total cost of \$450,000.

**E. E. Green,** Portland, Ore., has plans for a \$35,000 two-story warehouse, 70 by 100 feet, at Third and Burnside Streets.

**Hayden Transfer & Storage Co.,** San Diego, Cal., has added two Federal truck vans to its motor fleet for furniture moving.

**Hillier Storage Co.,** Springfield, Ill., is revising plans for a \$75,000 five-story and basement addition.

**Houston Terminal Warehouse & Cold Storage Co.,** Houston, Tex., has awarded a contract for a \$1,350,000 six-story and basement warehouse.

**Huber Motor Transportation Co.,** Green Springs, Ohio, is planning to erect a \$22,000 terminal warehouse.

**Independent Ice & Refrigerator Co.,** Abilene, Tex., has plans for a \$21,000 one-story cold storage warehouse and ice plant.

**Inglewood Transfer & Storage Co.,** Inglewood, Cal., has transferred its properties to Mary K. Lewis, actual owner, with approval of the California State Railroad Commission.

**Jasper Ice & Cold Storage Co.,** Jasper, Fla., is planning a \$25,000 cold storage warehouse and ice plant.

**Lone Star Ice Co.,** Fort Worth, Tex., is said to have plans for a \$75,000 cold storage warehouse and ice plant in the Rosen Heights section.

**Love Construction & Engineering Co.,** Muskegon, Mich., has plans for a commercial warehouse and lock, the latter 2000 by 165 feet, to cost about \$115,000.

**Lumbermen's Warehouse & Storage Co.,** Portland, Ore., has filed resolutions of dissolution.

**McCann's Fireproof Storage Warehouse Co., Inc.,** Yonkers, N. Y., is considering the erection of a \$225,000 warehouse.

**McColgan-Kramer Co.,** Hammond, La., has plans for a \$200,000 cold storage warehouse and ice plant.

**Merced Ice & Cold Storage Co.,** Merced, Cal., has plans for \$45,000 worth of extensions and improvements in its cold storage warehouse and ice plants.

**Metropolitan Carting Co.,** New York City, has acquired property on Washington Avenue, Long Island City, and plans to erect a storage and distributing plant containing 20,000 square feet of floor space.

**J. E. Miller Transfer & Storage Co.,** Wheeling, W. Va., has purchased the property formerly owned by the Wheeling Steel Corp. on Twenty-fourth Street between Jacob and Wood Streets.

**Mississippi Ice & Utilities Co.,** Gulfport, Miss., has preliminary plans for extending and improving its cold storage warehouse and ice plant at an estimated cost of \$30,000.

**Morgan Utilities, Inc.,** Little Rock, Ark., is planning a \$25,000 one-story cold storage warehouse and ice plant.

**Neptune Fireproof Warehouse,** New Rochelle, N. Y., has awarded a contract for a six-story fireproof addition, 50 by

(Concluded on page 78)

## New Incorporations Within the Industry

**Atlanta Warehouse Co.,** Atlanta, Tex.—Capital, \$10,000. Incorporators, H. V. Caver, H. H. Price and L. W. Willis.

**Berkshire General Storage Co.,** Pittsfield, Mass.—Capital, \$50,000. Storage warehouse and general garage business. Incorporators, Frank C. Smith, John T. C. Smith and D. T. Noonan.

**Campbellsburg Warehouse Co.,** Campbellsburg, Ind.—General warehouses and moving. Capitalization, 100 shares, no par value. Directory, William P. Rider, James L. Baker and Nellie M. Rider.

**Clement Warehousing Corporation,** Houlton, Me.—Capital stock, \$10,000, all common; nothing paid in; par value of shares, \$100; three shares subscribed. Company to act as public warehouseman. Directors, A. B. Clement, Houston, president; Harry A. York, Mars Hill, treasurer, and Nathan I. Colbath, Mars Hill.

**Consolidated Railroad Terminals Warehouse, Inc.,** St. Louis.—Storage warehouse. Capital, \$10,000. Principal incorporator, N. L. Nulsen.

**Consolidated Warehouses, Inc.,** Abbeville, La.—Warehousing and transferring. Capital, \$40,000. Incorporators, R. J. Vallee and P. L. Pere.

**Croton Transportation Co.,** Cleveland.—Commercial hauling of freight and general merchandise. Capital, \$50,000. Incorporators, Jacob DeKaiser, Philip Frankel, Frederick Frankel, Ben Silver and M. C. Harrison.

**El Monte Ice & Cold Storage, Inc.,** El Monte, Cal.—Cold storage warehouse. Capital, \$50,000. Incorporators, Charles A. Baker and Elbert J. Dodson.

**Farmers' Warehouse, Inc.,** Nerberry, S. C.—Storage warehouse. Capital, \$15,000. Incorporators, Alan Johnstone and H. O. Long.

**Germantown Storage Warehouses,** Philadelphia.—Notice of organization filed. I. K. Weidemann heads the company.

**Grand Rapids Warehouse Furniture Co.,** Grand Rapids, Mich.—Household goods warehousing. Capital, \$25,000. Incorporators, E. L. F. McKnight, C. Hubert Roach and F. Roland Allaben.

**Hamshire Bonded Warehouse Co.,** Beaumont, Tex.—Capital stock, \$5,000. Incorporators, Oliver Todd, Mrs. Stella Scott and Charles Pipkin.

**Industries Warehousing Co.,** Seattle.—Capital stock, \$5,000. Incorporators, Alfred G. Ayerst, Paul E. Hubbell and H. Garfinkel.

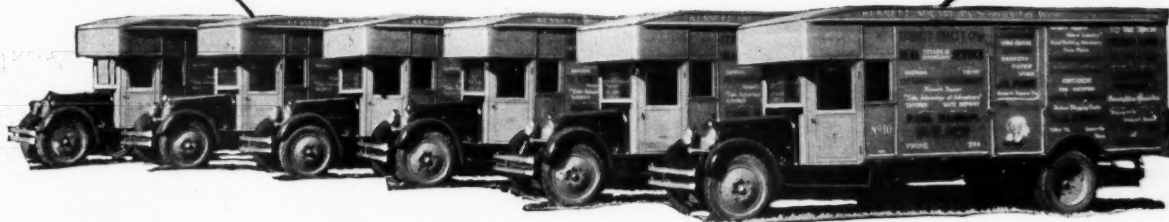
**Jefferson Terminal Warehouse,** Detroit.—General warehousing. Capital, \$50,000. Incorporators, William R. Kales, Neil C. McMath and James T. Whitehead.

**Lake & Rail Warehouse & Elevator Corp.,** Buffalo, N. Y.—Warehousing. Capital, 20,000 shares of stock, no par value. Incorporators, W. A. Lansker, J. G. Webster and S. C. Carnegie.

**Lasham Cartage Co.,** Chicago.—General transfer and trucking. Capital, \$360,000. Incorporators, R. S. Pruitt, R. J. Leibenderfer and M. E. Briese.

(Concluded on page 78)

**Saving  
3½ trucking hours out  
of every ten . . . with  
BUDD-MICHELIN  
DUAL WHEELS!**



**W**E asked C. C. McIlvain of the Mushroom Transportation Company, Kennett Square, Pa., just how Budd-Michelin Dual Wheels affected his profit column. Here's what he said:

**Speed!** "We haul, annually, thousands of tons of mushrooms to the New York markets, a distance of 125 miles. Before putting our trucks on Budd Duals it used to take 10 hours to make the trip. With Budd Duals we can make the trip in 6½ hours.

**Longer truck life!**

"Our trucks on Budd Duals have been going for four years—and are still going. We get longer service from our trucks on Budd Duals because there is less wear and tear from road shocks.

**Tire Mileage**

"Our loads average four tons, yet we run 15,000 miles and over on a set of pneumatics.

**More work from drivers**

"One driver can make six trips a week with Budd Duals, without fatigue. Where before, three trips a week was about all he could stand.

**Lower maintenance cost!**

"Our repair and maintenance costs are but a fraction of what they formerly were."

This is plucked right out of day-in and day-out experience. It is a concrete example of what Budd-Michelin Dual Wheels—and only *Budd-Michelin Wheels*—will do for any truck owner. No wonder the country is swinging to Budd-Michelin Dual Wheels. No wonder 130 bus, truck, and trailer manufacturers offer them as standard or as optional equipment on every job they put out!



**BUDD**  
WHEEL COMPANY

Detroit

**Warehousemen:**

You can get any make of truck on Budd-Michelin Dual Wheels—all manufacturers supply them. Your present trucks can be converted, too! Ask your dealer—or write us.

## Construction, Removals, Purchases and Changes

(Concluded from page 76)

100 feet, at Columbus and Huguenot Streets, to cost about \$250,000.

**Peekskill Transfer & Storage Co., Inc.**, Peekskill, N. Y., has plans for a \$75,000 three-story warehouse, 50 by 75 feet.

**Peerless Ice Co.**, Chicago, will build a \$50,000 two-story cold storage warehouse and ice plant at Thirty-fifth and Parnall Streets.

**Pittsburgh & Lake Erie Railroad Co.**, Pittsburgh, has filed plans for a \$20,000 warehouse, one story high, on Merri-man Street.

**Quincy Market Cold Storage & Warehouse Co.**, Boston, is giving up certain leases as they expire and is endeavoring to sell excess warehouse and wharf property.

**Roanoke Ice & Cold Storage Co.**, Roanoke, Va., will build a \$75,000 three-story cold storage warehouse and ice plant, 96 by 100 feet.

**St. Louis & San Francisco Railway Co.**, St. Louis, will erect a \$200,000 warehouse, 20 by 900 feet, at its No. 2 pier in Pensacola, Fla.

**St. Paul Commissioner of Public Works**, St. Paul, Minn., will ask bids for a warehouse and barge terminal, estimated to cost \$400,000 with dock, at the Pig's Eye site.

**Service Drayage & Warehouse Co.**, Los Angeles, has been denied a permit by the California State Railroad Commission to operate an automobile freight line between Los Angeles and Los Angeles Harbor and Long Beach Harbor, and between Los Angeles and Alhambra, Pasadena, Glendale, Santa Monica and Long Beach.

**Southwestern Compress & Warehouse Co.**, Atlanta, Ga., is said to be planning enlargements of its Montgomery warehouse at a cost of \$25,000.

**Southgate Forwarding & Storage Co.**, Norfolk, Va., has established, as a new unit of its terminals, a fireproof four-story warehouse and loft building costing \$130,000. The D. Pender Grocery Co. has leased the building for office and storage purposes.

**C. C. Stafford Milling & Warehouse Co., Inc.**, El Monte and Puente, Cal., has been authorized by the State Railroad Commission to issue \$50,000 of common capital stock.

**Tensas Ice Co.**, Monroe, La., recently incorporated, has plans for a \$25,000 cold storage warehouse and ice plant in Ferriday, La.

**Samuel H. Tobins**, Sebring, Fla., will construct a \$100,000 cold storage warehouse and refrigerating plant.

**Towers Warehouses, Inc.**, New York City, is considering erecting a \$100,000 warehouse at 527-531 West Twenty-second Street.

**Union Terminal Co.**, Dallas, has filed plans for a \$17,000 one-story warehouse addition.

**Union Terminal Warehouse Co.**, San Pedro, Cal., has been allotted three additional transit shed berts by the Harbor Commission.

**United Ice & Coal Co.**, Harrisburg, Pa., will erect a one-story cold storage warehouse and ice plant, 80 by 100 feet, to cost, with equipment, about \$100,000.

**Waukesha Storage Co.**, Waukesha, Wis., is building a one-story warehouse, 80 by 80 feet, on South Street.

**Charles Weinberger**, Hammond, Ind., heads a project to construct and operate a \$250,000 cold storage warehouse and ice plant. It is purposed to organize a company.

**Western Pacific Railroad Co.**, San Francisco, has authorized the building of a warehouse in connection with its new terminal on the north side of Islais Creek, where a 200-acre site has been secured. An appropriation of \$2,000,000 has been approved for the entire project.

**Edward Wiley & Son**, Janesville, Wis., has sold their warehouse and storage business to E. S. Baker and H. R. Peck.

**Winn & Russe'll, Inc.**, Seattle, has become the local representative of the Lawrence Warehouse Corp., San Francisco, with Joseph L. Winn, president of the Seattle company, resident vice-president of the Lawrence firm.

## New Incorporations Within the Industry

**Schafer Motor Freight Service**, New York City.—Transfer and express. Capital, \$10,000. Incorporators, J. Dunlap, C. Schafer and A. Schafer.

**Security Storage Warehouse Corp.**, Camden, N. J.—Capital, 7500 shares, no par value. Incorporators, Charles A. Aceto, Audubon, N. J.; Carl J. Geiges, Haddonfield, N. J.; Clifford A. Baldwin, Merchantville, N. J., and James D. Henderson, Jr., Camden.

**Tensas Ice Co., Inc.**, St. Joseph, La.—Cold storage warehouse and ice plant. Capital, \$20,000. Principal incorporator, John J. Potts.

**Theatre Transport Co.**, Toledo, Ohio.—Storage and transferring of theatre equipment, supplies and scenery. Capital, \$10,000. Incorporators, E. F. Albrecht, John C. Shoening, Edith Albrecht, Myrtle N. Albrecht and Alpha B. Shoening.

**Twin Cities Ice & Electric Co.**, Quitaque, Tex.—Cold storage warehouse and ice. Capital, \$50,000. Incorporators, Fount Taylor and J. D. Gandy.

**Unit Delivery Co.**, New York City.—General transfer and trucking. Capital, 200 shares of stock, no par value. Incorporators, M. Pierce and R. Nachemson.

**Winters Warehouse Co.**, Winters, Tex.—Capital stock, \$22,000. Incorporators, George W. King, W. B. Moody and H. G. Haynie.

## Bartle Bags a Buck

Fred C. Bartle, president of the Merchants' Transfer Co., Denver, brought down a 13-point buck while hunting in the Colorado hills during the recent deer season. The animal weighed 308 pounds. Local newspapers published a photograph of Mr. Bartle and the buck in their rotogravure sections.

## New Incorporations Within the Industry

(Concluded from page 76)

**C. A. Lippincott & Bros.**, Moorestown, N. J.—Capitalization, \$125,000. To operate warehouses and factory. Incorporators, Charles A. Lippincott, Walter M. Lippincott and Albert T. Andrews.

**Masillon Storage & Moving Co.**, Masillon, Ohio.—Capitalization, \$1,000. To transfer and store household goods, merchandise and other property. Incorporators, Gertrude Cummins, John T. Blake, J. M. Blake, E. M. Perdue and P. D. Styne. Mr. Perdue is treasurer and manager of the Cummins Storage Co., Canton, Ohio.

**Mayflower Transit Co.**, Indianapolis.—Inter and intrastate hauling service. Capitalization, \$50,000 common and \$50,000 preferred stock. Incorporators, C. M. Gentry, Daniel Kenworthy, Robert Huf-fard, Fae W. Patrick and L. A. Besore.

**Moon Brothers Transfer Co.**, Galveston.—General transfer and express. Capital, \$10,000. Incorporators, W. P. Moon, Jr., G. C. Koch and R. L. Ward.

**W. E. Murray Transfer & Storage Co.**, Kansas City, Mo.—Warehousing and transferring. Capital, \$25,000. Principal incorporator, W. E. Murray.

**National Freight Forwarding Co.**, New York City.—Carload consolidators of household goods and automobiles. Capital stock, \$5,000. Incorporators, Benjamin B. Brown, president and treasurer; Lillian Rock, secretary, and S. Landau.

**Ober Transfer Co.**, Indianapolis.—Capital stock, \$10,000. Incorporators, Arden G. Ober, Cecil S. Ober, Merritt L. Ober and Isaac N. Ober.

**Oneida County Investment Co.**, Rhineland, Wis.—To operate a storage warehouse. Capital, \$200,000. Incorporators, E. O. Brown, C. L. Pitman and J. O. Moen.

**R. & H. Truck & Van Co.**, Toledo, Ohio.—To transfer household goods and do commercial hauling. Capital, \$5,000. Incorporators, Charles H. Harrison, Emma Rachow, Samuel E. Freeman, A. C. Rachow and E. B. Parsuch.

**Rairdon Transfer & Warehouse Co.**, Kansas City, Mo.—Capitalization, \$40,000. Incorporators, W. H. Rairdon, E. L. Rairdon, Charles Brown and Eugene G. Wetzel.

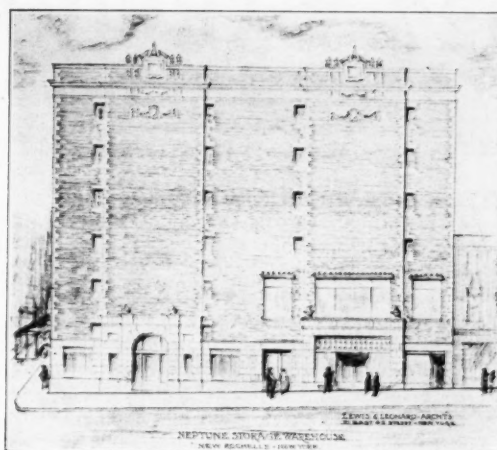
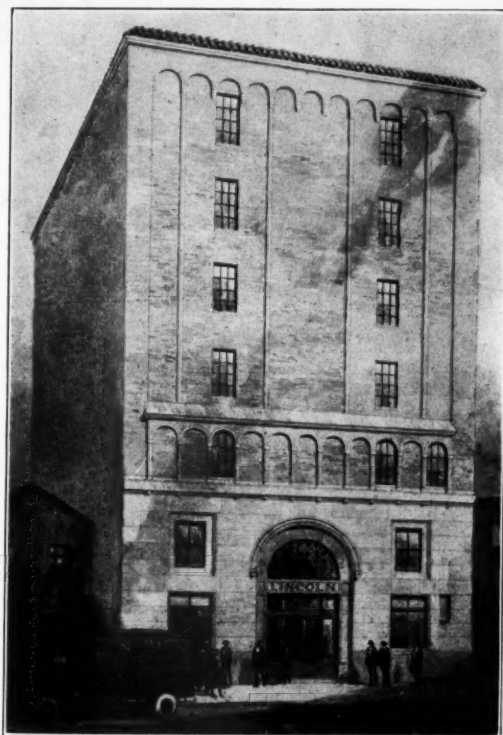
**Roth Storage & Van Co.**, Chicago.—Capital, \$10,000. To acquire, maintain and keep storage warehouses, etc. Incorporators, G. D. Lubben, L. N. Roth and M. S. Roth.

**Shamrock Warehouse Co.**, Shamrock, Tex.—General storage warehouse. Capital, \$50,000. Incorporators, W. S. Pendleton and J. F. Sanders.

**H. W. Skinner Warehouse Corp.**, Utica, N. Y.—Capitalization, \$15,000. Incorporators, H. W. Skinner, M. A. Skinner and G. Ireland.

**Smith Cartage Corp.**, Cleveland.—Transferring and hauling freight and merchandise. Capital, \$10,000. Incorporators, John A. Elden, Thomas F. Ferris, J. F. Smith, August H. Laturell and F. C. Laturell.





FOR  
**WAREHOUSES**

**LEWIS & LEONARD**  
ARCHITECTS & ENGINEERS  
51 EAST 42nd ST., NEW YORK CITY

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Greater operating profits are built into the warehouses we design. May we discuss it with you? No charge for consultation.

**FREDERICK STANTON**

*Architect*

2026 STRAUS BLDG., CHICAGO

# 1927 WAREHOUSE DIRECTORY

## In Which Is Included the SHIPPERS' INDEX

**T**HIS revised edition of the annual Warehouse Directory published by *Distribution and Warehousing* has two major purposes. One is to give Business America an authentic and up-to-date reference list of public warehouses with equipment and facilities to store, forward, transfer and distribute manufactured and raw products and household and cold storage goods. The other is to provide for the industry itself a record of the companies engaged in all branches of the warehouse business.

¶ In this year-round reference work is to be found information, regarding warehouse companies, that will be consulted throughout 1927 by the shipper, the banker, the storage executive and by the business and industrial public generally—information that relates to names, addresses, office personnel, year of establishment, investment, storage and distribution and pool car facilities and services, space statistics, motor truck and team operation, railroad connections, and trade association affiliations.

¶ The Directory consultant should keep in mind, as extremely important, the following:

¶ When a bold face star—thus: ★—appears after a company's name, in the United States and Canada, it signifies that the information contained in that company's listing has been attested, before a notary public, as being correct—that the fact and figures were sworn to under oath after being set down on Information Sheets distributed in the preparation of this revised edition of the Warehouse Directory.

¶ Where no bold face star appears, the information in the listing was not sworn to; and, in the cases of companies which did not supply up-to-date information for this year's Directory, such listings may be at least one year old.

¶ Where the investment figure given is small, this may mean that it covers fixtures and equipment only—not taking into account the real estate, etc.

¶ Where the statement is made that a company is bonded, it should not be construed that the company's entire available space necessarily is bonded; for example, USCB may mean that only a part of the space is United States Customs Bonded.

¶ Toward the close of a listing, one or more commodities may appear in bold face type. This means that the company specializes in the storage and distribution of such commodity or commodities.

¶ In mentioning association memberships, only national and sectional and State trade organizations have been considered. Companies may have memberships also in local warehouse and transport associations.

## Abbreviations Used in the 1926 Warehouse Directory

### General Abbreviations

ACW.—American Chain of Warehouses	Dist.—distributes	Mfrs.—Manufacturers	Ry.—railway
Agri. imp.—agricultural implements	Div.—Division	Mgr.—Manager	SB.—bonded by State
AlcoB.—alcohol bonded	DSinc.—Distribution Service, Inc.	Natl.—national	Sec.—secretary
Assist.—assistant	DS.—Dry storage	NatWinc.—National Warehouse, Inc.	So.—South
Assoc.—Association	E.—East	N.E.—North East	Sq.—Square
Autos—automobiles	Elec.—Electric	No.—North or Number	Sq. ft.—square feet
Ave.—avenue	Est.—Established	N.W.—North West	SS.—Steamship
Bldg.—building	GB.—Government bonded	Oper. Exec.—operative executive	St.—Street
Blvd.—Boulevard	Gen.—General	Opp.—opposite	Sta.—station
BrCB.—British Customs bonded	Gen. Mgr.—general manager	P.B.—privately bonded	Stge.—storage
CCB.—Canadian Customs bonded	Gov. Government	Pkg.—Package	Supt.—Superintendent
CIRE.—Canadian Internal Revenue bonded	HHG.—household goods	Pl.—Place	S.W.—South West
CL.—Carload	Imp.—Implements	Pres.—president	Term.—terminal
Co.—Company	Inc.—Incorporated	Priv.—private	Traf.—Traffic
CS.—cold storage	Incl.—including or inclusive	Prod's—products	Traf. Exec.—traffic executive
CWAB.—Canadian Warehouse Act bonded	Internat.—International	Prop.—proprietor	Trans.—transfers
Cu. ft.—Cubic feet	IRB.—Internal Revenue bonded	Rd.—road	Treas.—treasurer
Dept.—department	LCL.—Less carload	Regd.—registered	U.S.—United States
	Machy.—Machinery	RepB4 — Representing Big 4 Transfer Co., Inc.	USCB.—United States Customs bonded
	Mb.—Member	RR.—railroad	USWAB.—United States Warehouse Act bonded
	MbB4—Member of Big 4 Transfer Co., Inc.	RRB.—bonded by railroad company	W.—West
	Mdse.—merchandise		Whse.—Warehouse

### Abbreviations of Association Names

AAR—American Association of Refrigeration	ColoWA—Colorado Transfer & Warehousemen's Association	IMTA—Indiana Motor Truck Association
AlaT&W—Alabama Transfer & Warehousemen's Association	ConnMTA—Motor Truck Association of Connecticut	ISR—Illinois Society of Refrigeration
ArizTA—Arizona Transfermen's Association	ConnWA—Connecticut Warehousemen's Association	MassWA—Massachusetts Warehousemen's Association
AWA—American Warehousemen's Association	CTOA—California Truck Owners' Association	MdFWA—Maryland Furniture Warehousemen's Association
CIMFA—California Interurban Motor Freight Association	CWAI—Central Warehousemen's Association of Illinois	MdWA—Maryland Warehousemen's Association
CalT&S—California Transfer & Storage Association	EITA—Eastern Indiana Transfer Association	MichFWA—Michigan Furniture Warehousemen's Association
CalWA—California Warehousemen's Association	FlaF&S—Florida Furniture & Storage Association	MinnWA—Minnesota Warehousemen's Association
CanS&T—Canadian Storage & Transfermen's Association	IASA—International Apple Shippers' Association	MoBEA—Missouri Butter & Egg Association
CentCan—Central Canadian Warehousemen's Association	IAW—Illinois Association of Warehousemen	MontT&S—Montana Transfer & Storage men's Association
CNYWC—Central New York Warehousemen's Club	IaWA—Iowa Warehousemen's Association	MoWA—Missouri Warehousemen's Association
	IEPDA—Illinois Egg & Poultry Dealers' Association	NATI—National Association of Ice Industries
	IFWA—Illinois Furniture Warehousemen's Association	

NebWA—Nebraska Warehousemen's Association  
NFWA—National Furniture Warehousemen's Association  
NIDA—National Ice Dealer's Association  
NJFWA—New Jersey Furniture Warehousemen's Association  
NJMWA—New Jersey Merchandise Warehousemen's Association  
NLCM—National League of Commission Merchants  
NPBEA—National Poultry, Butter & Egg Association  
NTMTO—National Team & Motor Truck Owners' Association  
NYSOSA—New York State Cold Storage Association

NYFWA—New York Furniture Warehousemen's Association  
NYSWA—New York State Warehousemen's Association  
OACH—Ohio Association of Commercial Haulers  
OklaMT—Oklahoma Motor Truck & Bus Operators' Association  
OWA—Ohio Warehousemen's Association  
PCFWA—Pacific Coast Furniture Warehousemen's Association  
PFWA—Pennsylvania Furniture Warehousemen's Association  
PSCSWA—Pacific States Cold Storage Warehousemen's Association  
PSWA—Pennsylvania State Warehousemen's Association

RAI—Refrigerating Association of Illinois  
SDMTA—South Dakota Motor Truck Association  
SNE—Southern New England Warehousemen's Club  
SoWA—Southern Warehousemen's Association  
TCWA—Tri-City Warehousemen's Association  
TexW&T—Texas Warehouse & Transfermen's Association  
USFA—United States Fisheries Association  
WFA—Western Fruit Jobbers' Association  
WisWA—Wisconsin Warehousemen's Association  
WSWA—Washington State Warehousemen's Association

## Abbreviations of Railroad Names

A&E—Arizona & Eastern  
A&S—Abilene & Southern  
A&V—Alabama & Vicksburg  
A&Y—Atlantic & Yadkin  
A&WP—Atlantic & West Point  
AARR—Ann Arbor Railroad  
AB&A—Atlantic, Birmingham & Atlantic  
ACL—Atlantic Coast Line  
AGS or AGS—Alabama Great Southern  
AT&SF—Atchison, Topeka & Santa Fe  
AVI—Arkansas Valley Interurban  
B&A—Boston & Albany  
B&LE—Bosmer & Lake Erie  
B&M—Boston & Maine  
B&NW—Birmingham & North Western  
B&O—Baltimore & Ohio  
B&OCT—Baltimore & Ohio Chicago Terminal  
BA&P—Butte, Anaconda & Pacific  
BCE—British Columbia Electric  
BCG&A—Boyer City, Gaylord & Alpena  
BE—Bamberger Electric  
Big Four—Cleveland, Cincinnati, Chicago & St. Louis  
BR&P—Buffalo, Rochester & Pittsburgh  
C&A—Chicago & Alton  
C&G—Columbus & Greenville  
C&EI—Chicago & Eastern Illinois  
C&IW—Cincinnati, Indianapolis & Western  
C&NW—Chicago & North Western  
C&O—Chesapeake & Ohio  
C&OW—Clinton & Oklahoma Western  
C&P—Cumberland & Pennsylvania  
C&S—Colorado & Southern  
C&WC—Charleston & West Carolina  
CA&E Elec.—Chicago, Aurora & Elgin  
CB&Q—Chicago, Burlington & Quincy  
Can. Nat'l—Canadian National  
CC&StL—Cleveland, Cincinnati, Chicago & St. Louis  
CGW—Chicago Great Western  
Chi. Junction Ry.—Chicago Junction Railway  
Chi. River & Ind.—Chicago River & Indiana  
CI—Central Indiana  
CI&L—Chicago, Indianapolis & Louisville  
CinNO&TP—Cincinnati, New Orleans & Texas Pacific  
CM&STP—Chicago, Milwaukee & St. Paul  
CofG—Central of Georgia  
CotBelt—Cotton Belt (St. Louis Southwestern)  
CN—Canadian Northern  
CNS&MElec.—Chicago, North Shore & Milwaukee Electric  
CNW—Chicago & North Western  
CP—Canadian Pacific  
CR&I—Chicago River & Indiana  
CR&IC—Cedar Rapids & Iowa City  
CRI&P—Chicago, Rock Island & Pacific  
CSPM&O—Chicago, St. Paul, Minneapolis & Ohio  
CV—Central Vermont  
CWI—Chicago & Western Indiana  
D&H—Delaware & Hudson  
D&IR—Duluth & Iron Range  
D&M—Detroit & Mackinac  
D&RG—Denver & Rio Grande  
D&SL—Denver & Salt Lake  
DL&W—Delaware, Lackawanna & Western  
DM&N—Duluth, Missabe & Northern  
DMU—Des Moines Union  
DS&A—Duluth, South Shore & Atlantic  
DT&I—Detroit, Toledo & Ironton  
DW&P—Duluth, Winnipeg & Pacific  
EI&TH—Evansville, Indianapolis & Terre Haute  
EJ&E—Elgin, Joliet & Eastern  
EP&SW—El Paso & Southwestern  
FD&DM—Fort Dodge & Des Moines  
FEC—Florida East Coast  
Frisco—St. Louis-San Francisco  
F&SW—Fort Smith & Western  
FW&DC—Fort Worth & Denver City  
GB&W—Green Bay & Western  
GC or GC&SF—Gulf, Colorado & Santa Fe  
GCL—Gulf Coast Line  
GH&H—Galveston, Houston & Henderson  
GH&SA—Galveston, Harrisburg & San Antonio  
GM&N—Gulf, Mobile & Northern  
GN—Great Northern

GR&H&M—Grand Rapids, Grand Haven & Muskegon  
GS&F—Georgia, Southern & Florida  
GT—Grand Trunk  
GTP—Grand Trunk Pacific  
GW—Great Western  
H&TC—Houston & Texas Central  
HB&T—Houston Belt & Terminal  
HE&WT—Houston, East & West Texas  
HIU—Holtan Inter-Urban  
HM—Hoboken Mfgs.  
HPT&D—High Point, Thomasville & Denton  
HS—Hoboken Shore Railroad  
HV—Hocking Valley  
I&GN—International & Great Northern  
IC—Illinois Central  
IHB—Indiana Harbor Belt  
IN—Illinois Northern  
IT—Illinois Traction  
IU—Indianapolis Union  
J&P—Joplin & Pittsburg  
JL&E—Jonesboro, Lake City & Eastern  
JW&NW—Jamestown, Westfield & North Western (Electric)  
K&I—Kentucky & Indiana Terminal  
K&M—Kanawha & Michigan  
K&M Terminal—Kansas & Missouri Ry & Terminal Co.  
KCM&O—Kansas City, Mexico & Orient  
KCS—Kansas City Southern  
L&Ark—Louisiana & Arkansas  
L&N—Louisville & Nashville  
L&PS—London & Port Stanley  
L&WV—Lackawanna & Wyoming Valley  
LA&SL—Los Angeles & Salt Lake  
LAJ&J—Los Angeles Junction Railway  
LE&W—Lake Erie & Western  
LH&STL—Louisville, Henderson & St. Louis Railway  
LI—Long Island  
LP&N—Longview, Portland & Northern  
LR&N—Louisiana Railway & Navigation Co.  
LS—Louisiana Southern  
LS&L—Lake Superior & Ishpeming  
LV—Lehigh Valley  
M&IB—Missouri & Illinois Bridge & Belt  
M&O—Mobile & Ohio  
M&STL—Minneapolis & St. Louis  
MC or MeCen—Maine Central Mfgs.—Manufacturers Ry.  
MichC—Michigan Central  
MichRy—Michigan Railway  
Mid&Scho—Middleburg & Schoharie  
MidCont—Midland Continental  
MinnTransRy—Minnesota Transfer Ry  
MK&T—Missouri, Kansas & Texas  
ML&T—Morgan's Louisiana & Texas RR Co.  
MN&S—Minneapolis, Northfield & Southern  
MP—Missouri Pacific  
MPC—Marion Railway Corporation  
MSB&P—Muscle Shoals, Birmingham & Pensacola  
MSTP&SSM—Minneapolis, St. Paul & Sault Ste. Marie  
MT—Midland Terminal  
MV—Midland Valley  
N&W—Norfolk & Western  
NA—Northern Alabama  
NC&STL—Nashville, Chattanooga & St. Louis  
Nickel Plate—New York, Chicago & St. Louis  
NJC—Central Railroad of New Jersey  
NJ&I—New Jersey, Indiana & Illinois  
NO&GN—New Orleans & Great Northern  
NO&NE—New Orleans & North Eastern  
NO&P—New Orleans Public Belt  
Norfolk & Western  
NorSou—Norfolk Southern  
NP—Northern Pacific  
NW—Chicago & Northwestern  
NWP—Northwestern Pacific  
NYC—New York Central  
NYC&STL—New York, Chicago & St. Louis  
NYD—New York Dock Railway  
NY&LE—New York & Long Branch  
NYNH&H—New York New Haven & Hartford  
NYO&W—New York, Ontario & Western  
NYS&W—New York, Susquehanna & Western

OCAA Oklahoma City—Ada-Atoka Ry. Co.  
OE—Ohio Electric  
Okla Elec.—Oklahoma Electric  
Omaha Ry—Chicago, St. Paul, Minneapolis & Omaha  
Ore. Elec.—Oregon Electric  
OSL—Oregon Short Line  
OUR—Oklahoma Union RR  
OWR&N—Oregon, Washington Railroad & Navigation Co.  
P&LE—Pittsburgh & Lake Erie  
P&N—Piedmont & Northern  
P&PU—Peoria & Pekin Union  
P&R—Philadelphia & Reading  
P&WV—Pittsburgh & West Virginia  
Pac. Elec.—Pacific Electric  
Panhandle—Panhandle & Santa Fe  
PB&W—Philadelphia, Baltimore & Washington  
PC—Pacific Coast  
PCC&STL—Pittsburgh, Cincinnati, Chicago & St. Louis  
Pet&S—Petaluma & Santa Rosa  
PGE—Pacific Great Eastern Railway  
PM—Pere Marquette  
PRR—Pennsylvania  
PRT—Peoria Railway Terminal  
RF&P—Richmond, Fredericksburg & Potomac  
RI—Chicago, Rock Island & Pacific  
S&NY—Susquehanna & New York Railroad  
S&V—Seminary & Van  
SA&AP—San Antonio & Arkansas Pass  
SacSL—Sacramento Short Line  
SAL—Seaboard All Line  
San&G—San Antonio, Wabash & Gulf  
SanD&A—San Diego & Arizona  
SBR&GV—San Benito & Rio Grande Valley  
SE&P—Spokane & Eastern Railway & Power Co.  
SFe—Santa Fe  
SI—Spokane International  
SIRT—Staten Island Rapid Transit  
SL—Salt Lake (Los Angeles & Salt Lake)  
SL&U—Salt Lake & Utah  
SN—Sacramento & Northern  
SNY—Southern New York (Electric)  
Soo—Minneapolis, St. Paul & Sault Ste. Marie  
SouBelt—Southern Belt  
SouRy—Southern Railway  
SP—Southern Pacific  
SP&S—Spokane, Portland & Seattle  
StChasAL—St. Charles Air Line  
SL&GI—St. Joseph & Grand Island  
STLF—St. Louis-San Francisco  
STL&H—St. Louis & Hannibal  
STLB&M—St. Louis, Brownsville & Mexico  
STLSW—St. Louis Southwestern  
T&BV—Trinity & Brazos Valley  
T&P&S—Texarkana & Fort Smith  
T&NO—Texas & New Orleans  
T&OC—Toledo & Ohio Central  
T&P—Texas & Pacific  
TC—Tennessee Central  
TermRR—Terminal Railroad  
TH&B—Toronto, Hamilton & Buffalo  
TM—Texas-Mexico  
STL&W—Toledo, St. Louis & Western  
TU—Troy Union  
U&D—Ulster & Delaware  
UF—Union Freight RR  
UTC—Utah-Idaho Central  
UP—Union Pacific  
Vgn—Virginian  
VS&P—Vicksburg, Shreveport & Pacific  
W&LE—Wheeling & Lake Erie  
WB&H—Wilkes-Barre & Hazelton  
WCF&N—Waterloo, Cedar Falls & Northern  
WestPac—Western Pacific  
WJS—West Jersey & Seashore  
WOTraction—Western Ohio Traction  
WM—Western Maryland  
WyoAla—Western Railway of Alabama  
WS—West Shore  
WV—Wichita Valley  
Y&MV—Yazoo & Mississippi Valley



# TRADE ASSOCIATIONS

*In the Warehouse, Transport, Transfer and Trucking Industries  
With Which Storage Companies Are Identified*

(This record is of date of Jan. 1, 1927)

## A

- Alabama Transfer & Warehousemen's Association**  
Pres. C. F. Wittichen, 2329 1st Ave., Birmingham  
Sec. J. J. Cowan, 8 So. 18th St., Birmingham
- American Warehousemen's Association**  
Pres. Gardner Poole, 178 Atlantic Ave., Boston  
Gen. Sec. Charles L. Criss, Room 504 May Building, Pittsburgh  
Exec. Sec. of Merchandise Division, Wilson V. Little, Room 804 Burnham Building, 160 No. La Salle St., Chicago  
Exec. Sec. of Cold Storage Division, Ralph C. Stokell, Room 804 Burnham Building, 160 No. La Salle St., Chicago
- Arizona Transfermen's Association**  
Pres. O. B. Sutton, 42 So. Central Ave., Phoenix  
Sec. Charles E. Blaine, Rooms 417-421 Home Builders Building, Phoenix

## B

- Baltimore, Van Owners' Association of**  
Pres. John G. Leckie, 1702 E. Fayette St.  
Sec. A. Bernard Heine, 2104 Maryland Ave.
- British Columbia, General Cartage & Storage Association of**  
Sec. E. A. Quigley, Suite 10 Canadian Bank of Commerce Chambers, 423 Hamilton St., Vancouver, Canada
- Buffalo Furniture Warehousemen's Association**  
Pres. Edson J. Tucker, 286-308 Elm St.  
Sec. Joseph W. Powell, 1432-1442 Main St.

## C

- California Transfer & Storage Association**  
Pres. C. R. Sorenson, 434 Ellis St., San Francisco  
Sec. J. F. Vizzard, 310 Call Building, San Francisco
- California Truck Owners' Association**  
Pres. Clarence C. Lockett, 914 8th St., Sacramento  
Sec. J. F. Vizzard, 310 Call Building, San Francisco
- California Warehousemen's Association**  
Pres. Gerald Fitzgerald, 820 Central Building, Los Angeles  
Sec.-Mgr., Leon A. Bailey, 216 Pine St., San Francisco
- Canadian Storage & Transfermen's Association**  
Pres. C. F. Basil Tippet, 321 E. King St., Toronto  
Sec. E. A. Quigley, Suite 10 Canadian Bank of Commerce Chambers, 423 Hamilton St., Vancouver
- Central Canada Warehousemen's Association**  
Pres. C. F. Basil Tippet, 321 E. King St., Toronto  
Sec. Arthur I. Land, 56 McNab St., So., Hamilton, Ont.
- Chicago, The Cartage Exchange of**  
Mgr. (1926) A. L. Sawyer, 431 So. Dearborn St.
- Chicago Furniture, Piano Movers' & Expressmen's Association**  
Sec. (1926) Daniel Healy, 1583 Ogden Ave.
- Cincinnati, Furniture & Piano Movers' Association of**  
Sec. (1926) Harry B. Rubey, Cincinnati Auto Club Building, 8th & Race Sts.
- Cincinnati Team & Motor Truck Owners' Association**  
Sec. (1926) Harry B. Rubey, Cincinnati Auto Club Building, 8th & Race Sts.
- Cleveland Furniture Warehousemen's Association**  
Pres. T. J. Heil, Jr., 1441 Euclid Ave.  
Sec., W. H. Turner, 5700 Euclid Ave.
- Colorado Transfer & Warehousemen's Association**  
Pres. E. G. May, 1700 15th St., Denver  
Sec. Edward C. Mason, 949 Walnut St., Boulder
- Connecticut, The Motor Truck Association of**  
Pres. H. C. Chappell, New London  
Sec. A. P. Marsh, 74 Greenwood St., New Britain
- Connecticut Warehousemen's Association**  
Pres. R. M. Ford, 119 Housatonic Ave., Bridgeport  
Sec. A. F. Gabriel, 10 Whiting St., Bridgeport

## D

- Dallas Warehouse & Transfermen's Association**  
Sec. (1926) W. H. Fry, 934 W. Jefferson St.
- Detroit Furniture Warehousemen's Association**  
Acting Pres. L. H. Tanner, 2510-2514 3d St.  
Sec. James D. Dunn, 547 Cass Ave.

## E

- Eastern Indiana Transfer Association**  
Sec. (1926) Ora Monger, 9 So. 7th St., Richmond

## G

- Grand Rapids, Mich., Transfer & Storage Men's Association of**  
Pres. Carroll M. Emerson, Michigan St. & Ionia Ave.  
Sec. Everett M. Radcliffe, 135 So. Division Ave.
- Great Britain, The Furniture Warehousemen & Removers' Association, Ltd., of**  
Pres. J. R. Harris, 31-39 Grosvenor Road, Tunbridge Wells, England  
Sec. Thomas Upton, Howard House, 4 Arundel St., Strand, London, England

## H

- Houston Transfer & Storage Men's Association**  
Sec. (1926) T. H. Waugh, 208 Caroline St.
- Huntington (W. Va.) Truckmen's Association**  
Pres. C. J. Bailey, P. O. Box 501  
Sec. Charles E. Walker, 215 9th St.

## I

- Illinois Association of Warehousemen**  
Pres. Albert Peterson, 444 W. Grand Ave., Chicago  
Sec. Wilson V. Little, Room 804 Burnham Building, 160 No. La Salle St., Chicago
- Illinois, Central Warehousemen's Association of**  
Pres. A. W. Hillier, 413 No. 4th St., Springfield  
Sec. Russell E. Hillier, 413 No. 4th St., Springfield
- Illinois Furniture Warehousemen's Association**  
Pres. Ralph J. Wood, 4259 Drexel Boulevard, Chicago  
Sec. James L. McAuliff, 4848 No. Clark St., Chicago
- Indiana, Inc., Truck Terminal Association of**  
Pres. Charles J. Elliott, 2318 Broad St., New Castle  
Sec.-Mgr., Thomas Snyder, 711 Merchants Bank Building, Indianapolis
- Indiana, Inc., Motor Truck Association of**  
Pres. Edward Feldman, Richmond  
Sec. Thomas Snyder, 711 Merchants Bank Building, Indianapolis
- Iowa Warehousemen's Association**  
Pres. F. C. Eslick, 20 1st St., N. E., Mason City  
Sec. J. J. Brady, 16th St. & Central Ave., Fort Dodge

## J

- Jacksonville (Fla.) Warehousemen's Association**  
Pres. Henry Wiesenfeld, P. O. Box 1133  
Sec. E. E. Kidd, P. O. Box 1133

## K

- Kansas City Moving & Transfer Association**  
Sec. (1926) S. R. Mac Neal, 1321 Virginia Ave.
- Kansas City, Team & Motor Truck Owners' Association of Greater**  
Pres. Roy S. Stubbs, 1404 St. Louis Ave.  
Sec. C. E. Wayne, 3324 Summit St.
- Kansas City Warehousemen's Association**  
Pres. W. A. Sammis, 1422 St. Louis Ave.  
Sec. J. E. Perky, 3431-2433 Prospect Ave.

## L

- Los Angeles Warehousemen's Association**  
Pres. Charles T. B. Jones, 126 So. Central Ave.  
Sec. B. E. Whitmarsh, 923 E. 3d St.

## M

- Maryland Furniture Warehousemen's Association**  
Pres. Lawrence A. Naylor, 1110 Park Ave., Baltimore  
Sec. C. J. Hamilton, 15 West North Ave., Baltimore
- Maryland Warehousemen's Association**  
Pres. William R. Howard, Pleasant & Davis Sts., Baltimore  
Sec. N. C. Settle, McCormick Building, Baltimore
- Massachusetts Warehousemen's Association**  
Pres. Samuel G. Spear, 50 Terminal St., Boston  
Sec. Olin M. Jacobs, 40 Court St., Boston

- Michigan Furniture Warehousemen's Association**  
Pres. James D. Dunn, 547 Cass Ave., Detroit  
Sec. H. H. Hardy, 430-440 No. Larch St., Lansing
- Minnesota Commercial Truck Owners' Association, Inc.**  
Pres. J. E. McReavy, 115 No. 5th St., Minneapolis  
Sec. J. C. Vant Hul, Jr., 1957 University Ave., St. Paul
- Minnesota Warehousemen's Association**  
Pres. Paul W. Frenzel, 8th & Locust Sts., St. Paul  
Sec. George A. Rhame, 732 McKnight Building, Minneapolis
- Missouri Warehousemen's Association**  
Pres. H. C. Herschman, Packers Ave., South St. Joseph  
Sec. A. H. Amelung, 4908 Delmar Ave., St. Louis
- Montana Transfer & Storage Men's Association**  
Pres. J. D. Stout, 165 No. Scott St., Sheridan, Wyo.  
Sec. Edwin Grafton, Oliver Building, Billings, Mont.
- Montreal (Can.) Team Owners' Association**  
Sec. T. E. Moore, 11 Place d'Armes
- Montreal (Can.) Warehousemen's Association**  
Pres. Alex. Fleming, 36 Grey Nun St.  
Sec. J. C. Hunter, Industrial Department, Canadian Pacific Railway, Windsor St.

N

- Nashville (Tenn.) Transfer & Storage Association**  
Pres. Thomas F. Squires, 1117 4th Ave., So.  
Sec. G. C. Billingsley, 206 Broad St.
- National Distributors' Association**  
Pres. John Simon, Keystone Steel & Wire Co., Peoria, Ill.  
Sec. L. E. Roark, 333 Hippodrome Building, Peoria, Ill.
- National Furniture Warehousemen's Association**  
Pres. Schuyler C. Blackburn, 1015 E. 8th St., Kansas City, Mo.  
Sec. Ralph J. Wood, 4259 Drexel Boulevard, Chicago  
Exec. Sec. Henry Reimers, 4651 Cottage Grove Ave., Chicago
- National Team & Motor Truck Owners' Association**  
Pres. John Douglas, Jr., Exposition Building, Duquesne Way, Pittsburgh  
Sec. James Simpson, 298 Duquesne Way, Pittsburgh
- Nebraska Transfer & Warehouse Association**  
Pres. W. W. Koller, 219 No. 11th St., Omaha  
Sec. Charles Knowles, 1622-1624 Webster St., Omaha
- New Jersey Furniture Warehousemen's Association**  
Pres. George Sebold, 350-352 Elizabeth Ave., Elizabeth  
Sec. Frank J. Summers, 54 Bellville Ave., Newark
- New Jersey Merchandise Warehousemen's Association**  
Pres. D. R. Crotley, 89-108 Frelinghuysen Ave., Newark  
Sec. F. S. Shafer, 600 Ogden St., Newark
- New York, Central New York Warehousemen's Club**  
Pres. R. M. King, 376 W. Water St., Syracuse  
Sec. William J. Connor, 100 Townsend St., Syracuse
- New York Furniture Warehousemen's Association**  
Pres. Ernest H. Milligan, 212 E. 125th St., New York City  
Sec. William T. Bostwick, 143 W. 99th St., New York City
- New York State Cold Storage Association**  
Pres. J. R. Shoemaker, 108 Ferris St., Elmira  
Sec. E. A. Rogerson, 14 Church St., Le Roy
- New York State Warehousemen's Association**  
Pres. Charles A. Winslow, 588 Morrison St., Watertown  
Sec. William T. Bostwick, 143 W. 99th St., New York City
- New York Team Owners' Association**  
Pres. Edward Sullivan, 84 Walker St., New York City  
Sec. A. M. Becker, 27 William St., New York City
- New York, The Merchant Truckmen's Bureau of**  
Pres. Isaac Goldberg, 58 E. 10th St., New York City  
Exec. Sec. Thomas F. Barry, 41 Park Row, New York City
- New York, Van Owners' Association of Greater**  
Pres. James McGuire, 123 W. 49th St., New York City  
Sec. Edward Sullivan, 144 Columbus Ave., New York City
- New York, Warehousemen's Association of the Port of**  
Pres. W. F. Firth, 21 State St., New York City  
Sec. A. B. Harrington, 541-545 W. 34th St., New York City  
Mgr. H. I. Jacobson, 291 Broadway, New York City
- Norfolk Warehousemen's Association**  
Sec. (1926) H. M. Thompson, Hampton Roads Maritime Exchange, 406-408 E. Plume St.

O

- Ohio Association of Commercial Haulers**  
Pres. Frank C. Schmidt, 211 Lucas St., Toledo  
Sec. William H. Kutschbach, 55 E. Naughten St., Columbus  
Mgr. Frank E. Kirby, 310 Majestic Building, Columbus
- Ohio Warehousemen's Association**  
Pres. E. H. Lee, 938 Dorst St., Toledo  
Sec. Don C. Welch, 706-718 Oak St., Cincinnati
- Oklahoma Motor Truck & Bus Operators' Association**  
Pres. Ward Faulkner, Muskogee  
Sec. Grover Jacobson, Ponca City  
(Headquarters, Union Bus Station, 9 W. Grand Ave., Oklahoma City)

P

- Pacific Coast Furniture Warehousemen's Association**  
Pres. Henry M. Burgeson, 116 So. Western Ave., Los Angeles.  
Sec. F. M. Brock, 403 S. Central Ave., Glendale, Cal.
- Pacific States Cold Storage Warehousemen's Association**  
Pres. W. G. Eisenmayer, P. O. Box 10, Arcade Station, Los Angeles  
Sec. Leon A. Bailey, 216 Pine St., San Francisco
- Pennsylvania Furniture Warehousemen's Association**  
Pres. Frederic E. Aaron, 38th St. & Powelton Ave., Philadelphia  
Sec. William A. Cassell, 3120 Market St., Philadelphia
- Pennsylvania Motor Truck Association**  
Pres. Buell G. Miller, 2709-2721 No. Broad St., Philadelphia  
Sec. A. D. Aldrich  
Exec. Sec. J. Wallace Fager, 5301 Germantown Ave., Philadelphia
- Pennsylvania State Warehousemen's Association**  
Pres. Philip Godley, 714 So. Swanson St., Philadelphia  
Sec. Robert L. Spencer, 609 Pennsylvania Station, Pittsburgh
- Pittsburgh Furniture Storage & Movers' Association**  
Pres. James F. Keenan, Centre & Euclid Aves.  
Sec. Hugh G. Walsh, Centre & Euclid Aves.
- Portland (Ore.) Draymen & Warehousemen's Association**  
Pres. Edgar Beard, 200 No. 13th St.  
Sec. H. E. Cogwill, Jr., 51 1st St.  
Mgr. W. O. Roberts, 704 Dekum Building

R

- Rochester (N. Y.) Truckmen's & Warehousemen's Association of**  
Pres. Arthur S. Blanchard, Broad & Oak Sts.  
Sec. John F. Weis, 25-27 No. Washington St.

S

- San Francisco, Draymen's Association of**  
Pres. C. L. Tilden, 217 Front St.  
Sec. J. F. Zizzard, 310 Call Building
- San Francisco, Warehousemen's Association of the Port of**  
Pres. A. F. Heise, 198 Steuart St.  
Sec. Leon A. Bailey, 216 Pine St.
- Seattle, Inc., Truck Owners' Association of**  
Pres. A. J. Hamilton, 1214 L. C. Smith Building  
Sec. H. C. Allison, 75 Madison St.  
Mgr. P. L. Bingay, 227-231 Pioneer Building
- South Dakota Motor Truck Association**  
Pres. G. G. Johns, DeSmet  
Sec. O. H. Shade, Lock Box 48, Mitchell
- Southern New England Warehousemen's Club**  
Sec. H. E. Leaver, P. O. Box 1253, Providence, R. I.
- Southern Warehousemen's Association**  
Pres. Ernest T. Chadwell, 120 Public Square, Nashville, Tenn.  
Sec. D. R. Benedict, 120 Public Square, Nashville, Tenn.
- Southwest Transfer Men's Association**  
Pres. J. H. Buckner, El Paso  
Business Mgr. R. E. Peabody, 401 Martin Building, El Paso
- St. Louis Furniture Warehousemen's Association**  
Pres. Julian M. Gibson, 2217 Wash St.  
Sec. J. L. Boehl, Rooms 8-10, Arcade Market Building, 4070 W. Pine St.

T

- Texas Motor Truck & Team Owners' Association, Inc.**  
Pres. Don C. Sanders, Fort Worth  
Sec. William D. Phipps, 2000 So. Ervay St., Dallas
- Texas Warehouse & Transfermen's Association**  
Pres. E. D. Balcom, Santa Fe Terminal Building, Dallas  
Sec. Edw. T. Keough, P. O. Box 1243, Houston
- Toronto (Can.) Cartage & Warehousemen's Association**  
Pres. J. H. Warren, 610-612 Yonge St.  
Sec. W. Pickard, 369 Church St.
- Tri-City (Rock Island & Moline, Ill., & Davenport, Iowa) Warehousemen's Association**  
Pres. Arthur C. Schick, 118 Harrison St., Davenport, Iowa  
Sec. N. B. Gosline, 101 17th St., Rock Island, Ill.

W

- Washington State Warehousemen's Association**  
Pres. W. G. Dickinson, 413 Boren Ave., Seattle  
Sec. James A. Walker, 610 1st Ave., Seattle
- Westchester (County, N. Y.) Warehousemen's & Van Owners' Association**  
Pres. Andrew Kenlon, Grand St. & Depot Place, New Rochelle  
Sec. Charles S. Haage, 40 Relyea Place, New Rochelle
- Winnipeg (Can.) Transfer & Storage Association**  
Pres. E. W. Ray, 85 Water St.  
Sec. C. H. Taylor, 520 Standard Bank Building
- Wisconsin Warehousemen's Association**  
Pres. John Groom, Jr., 54 2nd St., Milwaukee  
Sec. Joseph J. Gross, 120-134 Jefferson St., Milwaukee

# Notice to the Industry

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**A**PPARENTLY some of the most brilliant minds in the warehousing industry have only recently awakened to the fact that in signing, as they supposed, to approve "copy" sent them, without any idea of binding themselves to make any payment unless they chose to advertise in the directory published under the direction of The International Transportation Association, Washington, D. C., and Baltimore, they unknowingly signed a contract requiring at least one \$50 payment. The moral seems to be: look before you leap—read before you sign. Opinion in the trade differs as to whether or not payment should be resisted, but generally speaking there is a well defined chagrin on the part of those who thought they were approving Directory listing "copy" and afterward found that they had signed a contract.

¶ Perhaps *Distribution and Warehousing* could properly refrain from comment. But it has been at all times the policy of this publication to promote and safeguard the best interests of the industry. We are in no way interested directly or indirectly in The International Transportation Association, and of course we had no part whatever in the petty business, except to notify the trade that, as we viewed it, it would result in a contract to pay at least \$50.

**I**N our own behalf we again call the attention of the industry to the fact that *Distribution and Warehousing* has never levied a charge of any kind for the listings in its Directory of the warehousing industry. Neither have we ever printed a contract for advertising, involving a charge of any kind, on the same sheet of paper asking for new or revised information for the listings in our Directory issue.

¶ Our contracts for advertising are solicited by authorized personal representatives of this company. Their reputation for ethical practices is beyond reproach and they are personally known to the majority of warehousemen in their respective territories.

¶ Whenever direct by mail solicitation for advertising is made from either the home or branch offices of *Distribution and Warehousing*, separate forms so designated are used for the purpose.

**D**ISTRIBUTION AND WAREHOUSING stands on its twenty-five years' reputation for square dealing with this industry, and it refuses to dignify—even by replying to letters—any organization whose practice for inducing into an advertising contract is in such conflict with our own code of ethics.

THE PUBLISHERS.



# The Shippers' Index

**A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns**



## "ANDY" SAYS:

**W**ITH the closing of the forms for this, the 1927 ANNUAL WAREHOUSE DIRECTORY issue, of *Distribution and Warehousing*, goes to press what we consider the most comprehensive manual ever compiled of the warehousing industry of the United States and Canada.

Warehousemen and distributors whose practice it is to be guided by the information contained in this issue of *Distribution and Warehousing* each year, will find the listings, the "star" system representing those warehousemen who have "notaried" the information contained in their listings, and also the display advertising, to be a real and dependable guide for the service they are seeking.

*Distribution and Warehousing* enjoys the reputation of a policy that will not knowingly permit misrepresentation in either its listings or advertising pages, and this trust will not be violated. It is earning for the industry and the publication a prestige that all may well be proud of.

**S**HORTLY following the receipt of this issue by our subscribers the American Warehousemen's Association will go into convention at Kansas City, Mo. The dates of the meeting are Jan. 10th to 14th inclusive and the headquarters will be the Kansas City Athletic Club.

Immediately following this, from Jan. 17th to 21st the National Furniture Warehousemen's Association opens in convention at Biloxi, Miss., in the Edgewater Gulf Hotel.

These two important meetings of the large Associations in our industry should be well patronized by its membership and with the full knowledge that every man attending either or both of these meetings (the American for the merchandise and cold storage men and the National for the household goods men) will obtain big returns in the acquisition of greater knowledge concerning his business, we urge all who can to pack their bag and go.

**L**AST but not least, may we, the Staff of *Distribution and Warehousing*, extend to every reader and advertiser of this publication, and to the industry at large, our sincere wish for a most prosperous and happy New Year in 1927.

"ANDY."

## CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

Jan. 10	.....New York Furniture Warehousemen's Association.....	New York
Jan. 10	.....American Chain of Warehouses.....	Kansas City
Jan. 10-14	.....American Warehousemen's Association.....	Kansas City
Jan. 13	.....New Jersey Furniture Warehousemen's Association.....	Newark
Jan. 17-21	.....National Furniture Warehousemen's Association.....	Biloxi, Miss.
January	.....Distribution Service, Inc.....	Kansas City
February	.....Maryland Furniture Warehousemen's Association.....	Baltimore
February	.....Pennsylvania Furniture Warehousemen's Association.....	Philadelphia
June	.....Canadian Storage & Transfermen's Association.....	Winnipeg

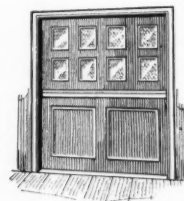
WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



# PIONEERS

**B**LAZING new trails! Those who venture where none have dared before, are gifted with something greater than courage. Triumph requires vision....skill....specialization! ¶Pioneers, indeed, are the makers of Peelle Doors. Twenty-two years ago they visualized the modern needs and contingencies of freight elevator traffic. Efficiency....economy....longevity....were all provided for. As a result, Peelle Doors are installed in over 7500 buildings, factories and warehouses.... covering practically every industry. Peelle has not only pioneered.... it now predominates. ¶If the Peelle catalog is not in your files, a copy will be gladly sent on request.

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Boston • Chicago • Cleveland • Philadelphia and 30 other cities



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Panelled Counter-  
balanced Door.*

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